

Hussain Al Dafai
JUNIOR FULL STACK SOFTWARE DEVELOPER
Email: h_aldafai@hotmail.com
LinkedIn - GitHub - Website

PERSONAL PROFILE

I am a Junior Full Stack Software Engineer fueled by a deep love for problem-solving. Patient, committed, and logical in my approach, I tackle challenges with determination and a focus on finding simple, easily readable solutions. I thrive in pressured environments where logical thinking and perseverance are valued. My dedication to continuous improvement, my ability to remain patient under pressure and my great communication skills which I have built throughout my career in Customer Service and Sales, make me a valuable asset to any team.

KEY SKILLS

- Languages: HTML, CSS, JavaScript, Python.
- Databases: MySQL, MongoDB, PostgreSQL.
- Libraries: jQuery
- Version Control: Heroku, GitHub, Git
- Frameworks: Flask, Django, Bootstrap

EDUCATION AND TRAINING

March 2024 – July 2024 16 Weeks	Code Institute Boot Camp in Full Stack Software Development
Sept. 2017 – June 2018	FdA Business Management. Completed first year Business Management Level 4 with City of Bristol College
September 2013	Completed two modules of Level 3 Business Studies with the Open University 5+ GCSEs at grade C or above

PORTFOLIO PROJECTS

COLLABORATIVE PROJECTS

WORK EXPERIENCE

Nov 2022 – Sept 2023

Haya Marketing LTD | Bristol, UK

Director

- Established a marketing franchise with a focus on direct mail, specifically Leaflet Drops utilising Royal Mail services.
- Recognized a unique selling proposition (USP) in the direct mail marketing industry, attempted to explore it, but unfortunately, the venture did not meet expectations, leading to the closure of the business.
- Conducted B2B cold calling to enlist businesses for utilising my services in executing marketing campaigns.
- Successfully executed four leaflet drops in my local area, with a minimum of seven businesses participating in each drop.
- The experience served as a significant learning curve and provided valuable insights into running my own business, equipping me with skills applicable to future employment opportunities.

Sept 2021 – Sept 2022

Foodhub | Bristol, UK

Field Sales

- Engaged in B2B sales of EPOS systems and online ordering websites to takeaway establishments and restaurants.
- Outlined daily plans by researching postcodes for takeaways and restaurants, employing cold-calling techniques to generate leads.
- Established rapid rapport during face-to-face interactions to comprehend the needs of potential clients, offering tailored solutions based on their customer base and order fulfilment processes.
- Consistently maintained a professional demeanour and delivered exceptional customer service to get referrals.
- Achieved and exceeded monthly targets with a successful record of securing at least 2 sales per month.

Dec 2018 – May 2019

Verisure Services | Bristol, UK

Field Sales

- Conducted B2B and B2C sales specialising in alarm systems.
- Surpassed the monthly target of 6 sales consistently.
- Utilised cold calling to secure 2-5 daily appointments, with approximately 10% of these appointments converting into sales on a monthly basis.
- Established swift rapport during face-to-face interactions with potential customers, understanding their specific needs to deliver tailored solutions for their business or home. Closed sales promptly on the spot.
- Cultivated and sustained customer relationships, aiming to secure word-of-mouth referrals through the provision of excellent customer service.

Nov 2017 – Nov 2018

VPS Number Plates | Bristol, UK

Internal Sales Manager

- Engaged in B2B sales specialising in Number Plates equipment.
- Consistently surpassed the monthly sales target of £1,190.
- Conducted proactive cold calling, reaching out to 50-80 businesses daily, resulting in the arrangement of 5-8 appointments for area managers.
- Collaborated with area managers to customise deals for potential customers based on their specific requirements.
- Established swift rapport with customers to thoroughly understand their needs, providing tailored solutions and maintaining ongoing relationships.
- Took on the responsibility of training new recruits, imparting industry knowledge and sales techniques.

CERTIFICATES

- Code Institute - Completed 16-weeks Boot Camp for Full Stack Software Engineer

ADDITIONAL INFORMATION

- Languages: Fluent English/Fluent Arabic/Beginner German

INTERESTS

- Gaming
- Football
- Gym
- Swimming