



Jamie Grafton Web Developer

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Experience

Jamie Grafton Photography | NYC | 2014 - Present

Freelance photographer for clients such as The Plaza Hotel, Central Park Conservancy, and Clifford Chance has been published in Vogue, Cottages & Gardens, Manhattan Digest, Hauser Wirth Schimmel and Skira Publishers. Managed my bookkeeping, marketing, and hiring of assistants.

Voice Talent | NYC | 2008 - Present

Corporate and documentary narration, audiobook recording, and dozens of e-learning and training projects. for clients such as EA Games, Oxford University Press, MacMillan, Discovery Channel, Garnet Education, Royal College of Nursing, Novartis, and Bausch & Lomb.

Wine Consultant | The Swigger | NYC 2008 - 2013

Operating as The Swigger, ran tastings and wine classes for blue-chip clients. I created a class named Winehacker, placing an emphasis on myth-busting and using the latest scientific research to help wine drinkers pick their way through a complex, endlessly evolving subject, and learn about their own tastes. Identified ways to improve customer experience through actively encouraging feedback from clients. Marketed business through email, blog, Facebook and face-face networking.

Area Manager | Oddbins | UK — 2006-8

Oversaw 30 stores and 120+ staff for Britain's leading quality wine merchant chain, and serving as a link between corporate customers, staff on the ground, the board of directors, and our French parent company:

- Ensuring high standards for all aspects of sales: top-notch merchandising and store standards, developing staff with a broad skill and knowledge base, and peerless customer service
- Devising account strategies for wholesale customers
- Evaluating the P&L of all revenue channels, ensuring cost control, and achievement of profit targets
- Negotiating with buyers from national restaurant chains and privately-owned restaurants and bars

Account Manager | Enotria | UK 2004 - 2006

Working for a premium wine importer with a portfolio of 1200 wines. I oversaw day-to-day account management for bars, restaurants, and specialist retail outlets in London, and a dynamic national chain of restaurants:

- Creating individual business strategies for an eclectic mix of bars and restaurants
- Building and maintaining close relationships with new and existing customers, from established national chains to brand-new individual sites
- Hosting trips to wineries around Europe for key customers

Summary

15+ years experience of people management, project management, and client-facing roles, with a proven ability for continuous learning and deploying new skills

Skills

JavaScript, HTML5, CSS3, SASS, Materialize, Bootstrap, Sinatra, Ruby on Rails, Photoshop

Web Applications

Ruby on Rails Application | Big Apple |
<https://github.com/jjgrafton/Big-APPLE>

- Fullstack application to create a one day itinerary for a visitor to New York
- Ruby on Rails, JavaScript, Devise, HTTParty, Bootstrap
- Resolves the complexity of planning a trip to NYC by asking the user to make four choices, and then provides an itinerary with transit and Uber information

Ruby on Rails Application | Burbs |
<https://github.com/jjgrafton/burbs>

- A fullstack website that allows NYC parents to get a single-page snapshot of all relevant information and statistics for individual suburbs
- Ruby on Rails, Devise, HTTParty, ActiveRecord

Branch Manager | Oddbins | UK 2001 - 2004

Oversaw the day-to-day operation of one of London's busiest wine stores, with an annual turnover of GBP1.3 million. Managed a team of seven staff, and achieved the highest rate of promotion for branch staff to management within London.

Project Editor | Octopus Publishing | UK 1999 - 2001

Oversaw the production of books for the world's leading wine publisher. My duties included:

- Evaluating pitches from writers and generating original book ideas
- Setting and managing project budgets
- Hiring external editorial staff
- Liaising with authors along with internal and external editorial, design and production staff in planning publications, from initial proposal through to final text

Education

New York Code + Design Academy | New York, NY | Certificate | June 2018
Web Development Fellowship

The Open University | UK | Bachelor of Arts | June 2017
History

University of Westminster | UK | Bachelor of Arts | June 1996
Communications and Media Studies (Journalism)