**MARCUS LAU**

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**SUMMARY**

A young, driven individual with professional experience across the real estate, hospitality and technology industry. Skilled in problem-solving, client communication, software and analysis. Clear understanding of both western and eastern cultures which helps to foster productivity and broaden perspectives within the corporate environment.

**SKILLS**

**Languages**: HTML5, CSS3, JavaScript ES6(front and back-End), NodeJS, Node Modules, React

**Frameworks:** Bootstrap, Bulma, JQuery, Express

**Applications**: GitHub, GitBash, Heroku, API, MySQL, MongoDB

* Bilingual fluency in English, Chinese (Cantonese and Mandarin).
* Business development & client facing skills obtained from previous experiences.
* Project management.

**ACHIEVEMENTS Certificate, Full Stack Web Development**

The University of Birmingham, UK, 2021

* **Vegan Pals | Deployed:** [**https://github.com/marcuslau0903/vegan-pals**](https://github.com/marcuslau0903/vegan-pals)

Developed an app to cater food allergies by featuring a user registration system and filtering recipe search according to user’s intolerances. The app matches users with similar preferences on the desired dishes and allows them to interact with each other.

**Tools & Technologies:** node.js, BootStrap, HTML5, JS, CSS, NPM packages, handlebars, Heroku

* **Samplify UK | Deployed:** [**https://github.com/marcuslau0903/samplify-uk**](https://github.com/marcuslau0903/samplify-uk)

A responsive website that allows users to search for a song by its song name, artist or lyrics and returns results through fetching data from Youtube & music API(genius).

**Tools & Technologies:** HTML5,CSS, JavaScript, jQuery, Bulma, Github.

**PROFESSIONAL EXPERIENCE**

### **Contracted Voice-Overwork – Speech Ocean Beijing February 2020 - April 2021**

* Successfully organized an overseas project in Hong Kong, remotely managed a team of 4 through Zoom to collect 300 Cantonese sample dialogues.
* Worked as an individual contractor to find business opportunities and build relationships with companies.
* Budgeting for each project to maximize profit margins & minimize costs.

### **Voice-Overwork - Native English Speakers, Regus Building Victoria Square**

* Involved in the hiring process and oversaw 8 staff members, attained teamwork and leadership skills.
* Promoted the project locally by creating referral schemes, job posting, leafleting.
* Set up hardware computer equipment’s and routinely check the system for recording.
* Collected 800 Native English voice-over samples (2 hours per participant).

### **Sales Assistant – Ricacorp Properties Ltd Summer 2018**

* Preparation for new property launches and exhibitions.
* Presented new property developments and followed up with potential clients.
* Closed a property deal with a client.

### **Intern at the Investment Department – Savills (Hong Kong) Ltd July 2016**

* Gained understanding of real-estate process and transaction flows for different property types.
* Acquired knowledge in the sales process and leasing through participating in research & conducting investment portfolios.
* Assisted in keeping and updating client records.

### **Intern at PowerMew Technology Ltd (Hong Kong Science Park) Summer 2016**

* Assisted in writing proposals for acquiring start-up funds.
* Gained knowledge in website development and social media marketing.

### **Trainee - Lanson Place Hotel, Hong Kong April 2016**

* Conducted telemarketing and Competitors Analysis.
* Gained an understanding in digital marketing and online guest reputation management on social media.

**EDUCATION**

**Bachelor’s degree, Business and Management**

* De Montfort University, Leicester 2018 – 2019

**Diploma of Higher Education in Business and Management**

* Brunel University London 2014 - 2017