

# Max Pichlmann

0412 460 188 | maxpichlmann@gmail.com

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## Key Skills and Qualities

- Proficient Salesperson – experienced in achieving and exceeding various KPI targets
- Communication Skills – trained in a range of communications skills in varying contexts as part of my psychology degree
- Computer Literacy – extensive knowledge of a wide range of computer programs from Word and Excel, to coding and multimedia editing
- Confidence and enthusiasm for connecting with other people
- Honesty, integrity, and reliability

## Qualifications

- Diploma of Justice Studies
- Responsible Service of Alcohol Cert II
- ‘Working with Children’ Blue Card

## Achievements

- Completed Therapy and Administration Internship
  - Received Outstanding Service Award
  - Achieved highest results in Counselling Theory and Practice, Statistical Research Methods, and Intro to Psychology
  - Achieved #1 sales person in QLD/NSW region on 4 occasions and maintained top 5 placement for 5 consecutive weeks while working as a sales assistant
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## Employment History

### **Sanity Entertainment, Sales Assistant**

***August 2018 – January 2020***

- Routinely exceeded a range of KPI targets in a sales driven environment
- Upsold accessories and secured pre-orders
- Built rapport and facilitated productive conversations with customers from diverse backgrounds
- Utilised quick thinking and creativity to effectively resolve customer problems and administrative issues
- Responsible for opening and closing multiple store locations with entailing duties (recording EOD financials, generating KPIs for the following days, ensuring the store is tidy and clean, etc.)

### **Character Builders, Camp Facilitator**

***February 2018 – July 2018***

- Lead a range of team building activities at schools, venues, and campsites
- Guided group discussions that emphasised personal development, growth, reaching goals and building healthy relationships
- Handled sensitive issues and resolved conflicts between camp attendees
- Prepared and executed spoken addresses to camp attendees regarding house rules of the event, topics explored throughout the camp, and at the closing of the camp
- Managed the maintenance and storage of equipment used during activities

**Character Care, Summer Volunteer-ship****November 2017 – January 2018**

- Undertook physical projects during the construction of the workplace (building, gardening, painting, etc.)
- Participated in workshops trialing various therapy methods and team building exercises
- Carried out therapy sessions in a supporting role, counselled clients with supervision, and participated in feedback sessions with other volunteers
- Produced written articles centered on therapy practices and theory, as well as videos highlighting venues and activities for the social media page and other marketing tools

**Corinda Mowers, Sales Assistant****January 2018 – July 2018**

- Sold gardening equipment, including ride-on lawn mowers, push mowers, whipper snippers, etc.
- Diagnosed mechanical issues, quoted, and performed administration tasks for equipment repair
- Processed new stock, customer/supplier orders, as well as repairs and services
- Processed wages, EOD financials, and performed book keeping duties

**LJ Hooker, Video Producer****February 2017 – October 2017**

- Produced, filmed, and edited videos that showcased properties and agents
- Wrote scripts and storyboarded promotional videos for real estate agents and properties for sale
- Handled video production equipment and software
- Managed the wants and preferences of agents, actors, and property owners during the filming and post-production stages

**Brookfield Show Society, Bartender & Canteen Assistant****May 2015 – April 2017**

- Prepared and served drinks
- Maintained the venue and bar orderliness
- Engaged bar patrons and upheld a high level of customer service
- Performed close duties; including cleaning of the venue, EOD financials, inventory reports, and securing the premises

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## Education

### Tertiary Education

**Queensland University of Technology, 2016 – Present**

- Bachelor of Behavioral Sciences (Psychology) / Bachelor of Justice

**TAFE Southbank, Graduated 2014**

- Diploma of Justice Studies

### Primary & Secondary

**St Peters Lutheran College, Graduated 2013**

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## References

**Paul Cullis**, Store Manager – Sanity  
pcullis95@gmail.com | 0423 124 900

**Tessa Bezuidenhout**, Social Media & Administrative Manager – LJ Hooker  
tessabez@outlook.com | 0447 778 831

**Tony Parkinson**, Business Owner – Corinda Mowers and Chainsaw Center  
anthony.parkinson@corindamowers.com.au | 0430 146 359

# CHARACTER CARE



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## *What Our Mind Creates, Our Character Can Control*

### *Letter of Reference*

#### **MAXIMILLIAN PICHLMANN**

I had the pleasure of supervising Max over the past 8 months at Character Care. Our paths first crossed when Max applied for a volunteer position we held over summer '17 & '18 to help get a brand-new Psychology and Counselling Clinic up and running, which included maintenance around the Character Hub. In return we would host workshops centered on psychology and counselling practice. I respect those who volunteer their time, especially after heavy university timetables, which Max was attending. I had the privilege to work with Max in the workshops space.

The first thing that struck me about Max was his ability to step up and be the first person to take charge. On numerous occasions Max was first to be the pseudo “client” or the one who shared his thoughts. On one occasion, he shared a personal story with the group, expressing Max’s ability and confidence to be vulnerable. I admire those who aren’t afraid to share these parts of themselves, we need more of this in our society: demonstrating to me a great strength of Max as a leader.

The next striking moment came when I saw fiery passion. We were discussing psychological theory, where the topic of Freud and existentialism became the focus of discussion. I had mentioned how there are not too many psychodynamic therapists in Brisbane, where Max exclaimed “well, I’m going to do that!” I enjoyed the entrepreneurial inquest which followed and the dedication that would come with such a journey to become a psychodynamic therapist. If there was ever a student I have supervised who would have this passion, dedication, and desire for such an occupation, it would be Max.

Following on from our workshops, Max worked with our Big Brother organisation Character Builders and facilitated numerous camps and excursions. Max talks openly with the children and is transparent in who he is as a person. Max was always punctual and eager to work as he enjoyed the interpersonal experiences.

I would recommend Max for a position of his passion without hesitation. If you have any further queries about Max or my reference for him, please feel free to contact me on the information provided.

Sincerely,

Matthew Bates M.A.C.A.

Practice Manager and Lead Counsellor

30<sup>th</sup> June 2017



**Kenmore**

2037 Moggill Road  
Kenmore QLD 4069

t 07 3378 8788

f 07 3378 8711

e [kenmore@ljh.com.au](mailto:kenmore@ljh.com.au)

To whom it may concern,

It is my absolute pleasure to recommend Max Pichlmann to you and your business.

Max has been working with us on a freelance basis to create videos for our social media pages as a camera operator and video editor.

While working with us, he has shown an ability to communicate well and explain aspects of filming with patience.

Max is very capable in a team environment as well as working on his own at home, and delivers great results.

He is also very flexible with his time and has never been late to an appointment with us. Although he has no strict deadlines, Max delivers the finished product in a good amount of time.

Max has been professional and a pleasure to deal with; I can definitely recommend him to any business owner looking for a hardworking, dedicated, and creative addition to their team.

Sincerely,

A handwritten signature in black ink, appearing to read 'Julie Crittenden', with a long horizontal flourish extending to the right.

Julie Crittenden

*Principal and Licensed Real Estate Agent*

Phone: 07 3378 8788

Email: [jcrittenden.kenmore@ljh.com.au](mailto:jcrittenden.kenmore@ljh.com.au)

[kenmore.ljhooker.com.au](http://kenmore.ljhooker.com.au)

Crittenden Real Estate Pty Ltd trading as  
LJ Hooker Kenmore  
ABN 23 570 049 292 ACN 109 789 013