CURRICULUM VITAE

Originally from a sales and operations management background, where I was able to develop my excellent attention to detail, customer service, and time management skills, I have always been interested in web development, and recently became motivated to transition into and establish a new career within the industry. This interest led me to graduate from a 12-month Coding Traineeship, where I became qualified as a Full Stack Developer, completing two real-world projects successfully to specification using a wide range of programming languages. I am a bright and hardworking individual, with excellent problem-solving skills and a real drive to succeed. I am confident that I will make a valuable addition to your development team.

PERSONAL DETAILS

NAME: Scott Kenneth Jackson

LOCATION: Greater Manchester

DRIVING LICENCE: Full UK driving licence

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CODING TRAINEESHIP: **IT Career Switch Ltd.**
Full-Stack Developer (1 year program)

During the traineeship, I had to demonstrate a practical understanding of the following programming languages and technical skills:

- HTML5, CSS3, JavaScript
- PHP, SQL, React, jQuery
- Java, Python, C#, Node.js
- Command Line Git, GitHub
- Remote API access

I recently passed my **Microsoft 98-383: Introduction to Programming Using HTML and CSS** examination. This certification can be viewed here.

ADDITIONAL TECHNOLOGIES: - Leaflet, Bootstrap, Redux, VS Code

DEVELOPMENT EXPERIENCE

Below are the briefs for two development projects which I completed for IT Career Switch. Links to these projects can be found in my portfolio here.

Portfolio Project #1: "Gazetteer"
The brief was to reply to a website specification for a map-based app which provides information on countries with a focus on "mobile-first" development – preferably using a framework – and to develop HTML, CSS and JavaScript with JQuery modules that use PHP server-based components to source data from third-party APIs (Geonames, OpenWeather). The solution was assessed on its delivery to specification, its functionality, and its overall usability.

Portfolio Project #2: "Company Directory"
A more rigorous reply to this specification was required as a user requirements document first needed to be prepared and submitted. Once this was signed off, SQL was released which allowed for the development of a "mobile first" application aimed at maintaining a company's personnel database (MySQL). Project completion was only achieved upon the presentation of an independently-witnessed document providing confirmation of the system's ability to perform effectively as intended, without error.

EMPLOYMENT HISTORY

Aug 2021 – Present

Beatnikz Republic Brewing Co.
Sales and Operations Manager

- Responsible for on and off-trade, wholesale, export and web sales, as well as the general day-to-day operation of the brewery
- Identified key trading opportunities and utilised strong communication and negotiation skills to win new business and improve relationships with existing customers
- Successfully increased sales by 62% versus the previous year, with overall orders more than doubling, and average order volume increasing by 35%

Oct 2015 – Nov 2022

Independent Manchester Beer Convention
Festival Organiser

- Worked as part of a small, deeply passionate organisational team to deliver the UK's most recognised and well-respected annual beer festival
- Responsible for maintaining relationships with brewers, acting as their festival liaison and working with them to deliver a diverse and exciting brewery line-up alongside a progressive and interesting beer list
- Contributed to all aspects of the festival's organisation, having a say in every major decision regarding its production, and providing regular, in-depth progress updates to the wider organisational team

Nov 2020 – Jul 2021

Buxton Brewery Company
Strategic Sales and Senior Relationship Manager

- Single-handedly increased the brewery's regularly-trading UK customer base by 25%, leading to a 125% increase in order volume
- Successfully increased sales by 83% versus the previous year, and 73% versus the year before that (pre-pandemic)
- Increased overall profits by 50% across the on and off-trade, wholesale and export channels, and helped to drive significantly-improved web sales through active and regular customer engagement

Dec 2018 – Oct 2020

James Clay & Sons
North West Account Manager

- Responsible for driving sales through the on and off-trade channels, maintaining relationships with key accounts, providing customer support and dealing with any issues that arose
- Traded over £1.37m in my first 12-months, increasing sales by 2.85% versus the previous year
- Successfully opened over 40 new accounts, bringing in over £83,000-worth of additional revenue, and generating almost £20,000 in profits through these customers alone

Mar 2015 – Dec 2018

Common & Co.
General Manager

- Responsible for overseeing the day-to-day operation and development of the business
- Acted as liaison between the sites and Head Office, communication with them on a regular basis and delivering in-depth performance and forecasting reports
- Worked closely with suppliers (breweries, wholesalers) and reps, maintaining relationships and negotiating deals in order to achieve pre-specified sales targets

EDUCATION

2022   **Microsoft**
Microsoft Technology Associate: Introduction to Programming Using HTML and CSS Certification

2021 – 2022   **Codecademy**
- Full-Stack Engineer Career Path
- Learn jQuery Course
- Learn Python 3 Course
- Learn PHP Course
- Learn Java Course
- Learn C# Course

2004 – 2008   **Manchester Metropolitan University**
BA (Hons) Film and Media Studies, with Practice

2002 – 2004   **Rainford College**
A-Level English, Psychology, Physical Education, Product Design

1997 – 2002   **Rainford High Technology College**
9 GCSEs, including History, Physical Education, Product Design, German