

**IOSAC LUAN ARMSTRONG****DOB:** 17/12/1996**Address:** 418 Wilbraham Road, Manchester, M21 0SD**Email:** [iosacluanarmstrong@live.co.uk](mailto:iosacluanarmstrong@live.co.uk)**Tel:** 07826529477

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**Key Skills:**

- A-Level grade ICT Skills
  - HTML/CSS – Advanced
  - Java Script – Intermediate
  - Linux and Python - Competent
  - Swift/XCODE – Competent
  - Client relationship building
  - Good understanding in economics, trading, money markets and investing
  - Extensive knowledge in Microsoft Office (Excel, Word, Powerpoint etc.)
  - Sony Vegas Pro (video editing software)
  - Team building/work
  - Extensive knowledge in cryptocurrencies, decentralisation and smart contracts
  - Photoshop – Intermediate/Advanced
  - Mild experience in Animation/Graphic Design
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**Employment History:****Good Logistics** – Parsonage Gardens, Manchester**Period:** April 2021 – May 2022**Position:** Procurement and Pricing Co-ordinator**Responsibilities and skills:**

- Providing quotations to overseas clients
- Assisting account managers in pricing
- Helping to negotiate rates with shipping lines
- Managing job flow using the internal software system (CargoWise)
- Assisting with import and export freight enquiries
- Excel database management (using formulas, macros etc.)
- Online freight rate database management (CargoSphere)
- Pricing end-to-end haulage rates
- Working with internal IT solutions team to manage our various IT platforms
- Negotiating and handling prices from overseas agents (China, SE Asia, India etc.)
- Working with our overseas data team to ensure data integrity on our platforms
- Helping with the retention of reasonable freight rates from shipping lines
- Distributing all relevant information from shipping lines to work group emails
- Matching appropriate freight rates with pending import jobs

**Manchester Metropolitan University – MMU, Manchester**

**Period:** September 2018 – May 2019

**Position:** IT Rover

**Responsibilities and skill:**

- Printer maintenance throughout campus
- Ad hoc IT enquiries
- Resolving students' IT issues
- SSPS issues
- Customer service
- Adapting to changes and demands during shifts
- Wide format printer maintenance
- Asset data collection
- Customer facing work

**IBM UK Ltd - North Harbour, Portsmouth**

**Period:** June 2017 – June 2018

**Position:** Digital Commerce Support

**Responsibilities and skills**

- Web Solutions support
- Web development/Design
- Content Team Lead – Project Management Foundation Community
- IBM Mentor for UOP and MMU
- Consultancy/sales shadowing
- Product Ownership exposure
- Client team newsletter/microsite/event page designs
- HTML newsletter creation
- Microsite design/development
- Working within sales environment
- App testing
- Web hosting support
- Extensive use of XCODE
- Working with client managers
- Consolidating with clients
- Email task ID support
- Workflow diagram design
- Bug reporting/fixing
- Java Script programming

**NVO Consolidation Ltd** - St Mary's Parsonage, Manchester, M3 2LY

**Period:** June 2016 – December 2016, July 2019 – October 2020

**Position:** Operations Clerk

### **Responsibilities and skills**

- Further development of logistics and business operations
- Handling accounts/clients
- Client consolidation
- Daily experiences in team-working and overall office cohesion
- Development in my understanding of company financial accounts
- Increase in self-dependency
- Use of initiative
- Developed understanding in procurement and sales
- Operations procedure from start to finish
- Relationship building with customers and clients
- Thorough understanding of responsibilities within a workplace
- Improvement in the understanding of import and export operations and sales

**Foster Care Associates** - Ground Floor Unit 5510, Abergele, LL22 8LJ

**Period:** Summer 2013

**Position:** Voluntary Work at Company achievement awards and Carer fun day

### **Responsibilities and Skills**

- Providing assistance in the organisation of events
- Providing photography service
- Helping in organising the logistics of the events
- Providing support to those attending the event
- Developed my organisation skills
- Helped me understand the importance of charity events
- Allowed me to develop my ability to work with different kinds of people

**Hen-Siop** (Part-time, Summer Job) - North Wales

**Period:** March 2014 – August 2015

**Position:** Waiter

### **Responsibilities and Skills**

- Working in groups
- Prioritising
- Managing stressful and busy periods
- Developed social skills
- Developed customer service skills

- Gained knowledge and awareness of working under demanding situations
  - Gained an ability to work long hours
  - Dealt with receiving cash and basic cashing up daily
  - Contributing to ordering and receiving orders
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## **Education**

### **Manchester Metropolitan University**

Financial Technology (MSc)

**Period:** Sept 2019 – June 2021

**Position:** 2-year Masters degree

### **Manchester Metropolitan University**

BA (Hons) Business Management with Placement Year

**Period:** Sept 2015 – June 2019

**Position:** Full-time student - 4 years undergraduate programme

### **Ysgol Dyffryn Conwy (Sixth Form)**

**Period:** September, 2013 - July, 2015

A/AS Levels achieved

- Business Studies – A\*
- ICT – C
- English Literature – D
- Media Studies – C (AS)

GCSE's achieved

- 8 GCSE's, Grade A-C
- Welsh (Second Language) - A
- Maths - C
- English – C
- Science x 3 – C
- I.T – C
- P.E – C
- Welsh Baccalaureate - C

**Personal Statement:**

I have recently completed my MSc in Financial Technology, a 2-year Masters course which allowed me to dive into studies which interest me and allowed me to extend on what I learnt during my undergraduate degree. My masters really gave me a greater insight into the type of work I want to go into. I enjoyed most of the modules I took, some of my favourite being AI and Machine Learning, Behavioural Science, Innovations in Technology, and my final year thesis. My dissertation was on the trends of Bitcoin adoption in connection individuals' perception on their Government; it was something that truly interested me throughout and allowed me to apply what I'd learnt during my degree as well as use the knowledge I'd gained from the personal interest I have in these topics.

My first two years of undergraduate study were in ways a reality check, despite studying business at A-level, the content of work we covered throughout my first year was extensive and has given me an insight into the many dynamics of business. During this time I covered areas such as marketing and finance, creativity and entrepreneurship and sustainable business ethics all the way to organisational behaviour and environmental issues. My final year dissertation was on the responsibilities of business and Governments in tackling climate change.

A big of understanding the role of business in the world has blossomed through my first hand work experience that I have carried out throughout the past three-to-four years. Experience is priceless, that's undeniable - it has allowed me to understand the day-to-day operations of a considerably sized business and how the employees, clients, customers and society are affected through business procedures. The skills I have gained and still am developing are immensely important in all areas of business and I do believe I can adapt to suit future tasks in the workplace and any area that I work in. I have been fortunate to gain an insight into business early on in my career which I believe will give me a smooth transition into work life.

The third year of my Business degree consisted of a one-year industry placement. I was fortunate enough to achieve my placement at IBM, and throughout the past year, my experience working within such a large company as IBM has provided me with a wealth of knowledge and experience of which I can apply not only in completing my degree, but most definitely during the course of my future career.

Aside from my interest in business, my interests and pastimes are another part of my enjoyments and passions. I used to run my own eBay retail shop online and did so for 4-5 years. I sold a wide range of products, often attempting to find trends and gaps in the market on which I can capitalise. I considered this a hobby due to its enjoyable nature. Everything from establishing a brand and seeing growth, to simply witnessing the process of online merchandising, the whole process is honestly interesting. Additionally, selling these goods online has also been a good source of income for me whilst studying.

Moreover, I have a great passion for music, having learnt the keyboard for some time at an earlier age, as well as reading music scores early on also. I have been interested and active in music creation and video production since the age of fourteen and I continue to create music as regularly as I can although I haven't had much time to do so recently. Along with my interest in video production and animation, it allows me to be creative and produce content I feel passionate for. I'm also massively into rock climbing and cycling, both of which I'm addicted to. Besides loving the world of cryptocurrencies and

gaming, another past time I love is pondering our existence and thinking about the stars. Astronomy is something I was never interested in throughout school, but for the past 5 years I've been obsessed with reading the likes of Carl Sagan and John Gribbin. One of my favourite space facts is, if you could travel at the speed of light for 1 second, you could rotate around our earth 7 times.

Since being young I have travelled extensively with my family having the opportunity to visit Asia, North America, Europe and many parts of the U.K. I feel that these experiences have given me a good insight into other cultures and how open mindedness is an important part of life, as well as understanding other economies and social values around the world.

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**References:**

**Terry Hibbert, Good Logistics** – Good Logistics, Parsonage Gardens, M3 2LY

**Garry Whitten, IBM UK** - Lakeside North Harbour, Portsmouth PO6 3EN

**Neil Turner, NVO Consolidation** - St Mary's Parsonage, Manchester, M3 2LY

**Michael McGaughey, John Good Shipping** - St Mary's Parsonage, Manchester, M3 2LY

**Anouska Keys, FCA** - Ground Floor Unit 5510, Abergale, LL22 8LJ

**June Walsh, Hen Siop** - Betws-y-Coed, LL24 0BN, North Wales