

Tom O'Hanlon

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HTML, CSS, JavaScript, MERN/MEAN, TypeScript, Vue, Git & GutHub, Phaser.js, C++

Personal Summary

A driven, goal-oriented individual that has the ability to stick to long-term projects and enjoys the opportunity to do something difficult (probably what attracted me to coding in the first place). I pride myself in having a high work ethic and being able to give tasks 100% at all times. Since leaving self-employment last year I have dedicated myself to becoming a self-taught developer.

Work History

Self-employed - TKO: HQ (Aug 2020 - July 2022)

Roles and Responsibilities

- Bookkeeping, marketing, customer acquisition and retention.
- Planning training schedules for group classes and clients.
- Management of athletes during camp i.e. diet, training, weight cut etc.

Achievements

- 38k turnover during the first year despite lockdown and government restrictions.
- Athletes competing in a European competition.
- Advert filmed in our facility for an energy drink owned by Bruce Buffer, MC for the UFC.

Sales Manager - Better Gym, Southwark (Mar 2018 - Jan 2019)

Roles and Responsibilities

- Customer acquisition and retention through various methods of lead generation. This would include pipeline management via a CRM.
- Creating and implementing new sales processes for new and current employees.
- Creating and securing corporate contracts with surrounding businesses such as ITV, BT, TalkSport and Southeastern Rail.

Achievements

- Always exceeded monthly targets as set by my Regional Manager.
- Exceeded one monthly target by over 200%
- Able to pitch and implement a new process to our Directors in order to streamline our sales process.

Team Leader - AJG Direct (July 2015 - Feb 2018)

Roles and Responsibilities

- Developed direct marketing campaigns for clients across different sectors such as financial services, charities and meal-kit industry.
- Tracking sales performance and amending strategies accordingly.
- Managing and driving KPIs within my team on both a daily and weekly occurrence.

Achievements

- Had the 4th highest performing team within the UK out of over 50 teams.
- The team was 12 heads at its largest.

Qualifications

7 GCSEs A-C

A-Level Media Studies: B

A-level Film Studies: B

A-level Art: C

Hobbies and Interests

In my spare time I enjoy playing video games, reading, watching TV shows with my partner, but most of all I enjoy training MMA. I have also created the "Hire-a-noob" discord server for junior developers. It currently has just over 50 members.

References available on request.