

# TRISTAN LANGFORD

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## SOFTWARE ENGINEER

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I'm a Full Stack developer, looking for opportunities to continue challenging myself, building applications that will challenge the current technologies and benefit consumers.

Following a 5-year client-facing career in the healthcare sector, I wanted to do a job that I not only enjoyed but would make a difference. Inspired by the recent focus on technology in the healthcare sector, in early 2020 I found what I had been looking for in software development.

I have recently graduated from Makers Academy (London's leading programming bootcamp), learning best practice, tools and methodologies

## PROJECTS

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Project/GitHub	Details	Tech
Invincible	Group project. A top-down platformer game to learn Vim commands.	Express, React, Node, Redux
Garmin - Score Tracker	A Garmin ConnectIQ App for tracking the score in 5 a-side football. Change and store team name and timer settings.	Monkey-C
Acebook	Group project. Emulating the functionality of Facebook, using Ruby-on-Rails.	Ruby, Ruby-on-Rails, JavaScript
News Summary	A single-page web app, using AJAX to consume the Guardian API, using vanilla HTML, CSS, and JS.	Vanilla JS, HTML, CSS

## TECHNICAL KNOWLEDGE

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**Languages/Frameworks** – JavaScript, Node.js, React, C#, .Net, Monkey-C, Ruby, Rails, PostgreSQL, HTML, CSS

**Testing Frameworks** – Jest, Mocha, Chai, Enzyme, Jasmine, RSpec, XUnit

**Concepts/Tools** – TDD/BDD, Object-oriented design, Pair programming, Continuous Integration & Deployment

## EXPERIENCE

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Makers Academy

May 2020 - August 2020

Student

A 16-week intensive programming bootcamp. (Remote due to COVID-19 lockdown)

Primarily self-led training, encouraging students to discover/develop their own solutions, in pairs or teams.

Makers champion Agile/XP methodologies and practices, such as pair programming, TDD and OOD.

## Collaborative Procurement Partnership - (Tower 4 provider for NHS Supply Chain)

Jan 2019 – May 2020

### Category Manager – Orthopaedics

Supporting the delivery of the Future Operating Model within the NHS, through managing the relationships and contract Management with NHS Trusts in the East of England.

**Stakeholder management** with Heads of Procurement and key suppliers, to deliver cost savings for the NHS through the management of a national framework (Total Orthopaedic Solutions Framework)

**Spend Analysis**, reviewing current supplier pricing offers and comparing them to the framework. Negotiating with trusts and suppliers to deliver the best saving possible while ensuring clinical quality

**Delivering change:** Quickly identified areas of weakness within the organisation and introduced processes to remove these weaknesses. Includes Supplier Relationship Management, Account Management Plan, Future Work Plan Model

### SCANDIT.

OCT 2018 – Jan 2019

### Sales Development Representative – UK, Nordics & Benelux

Computer vision technology company. Handle sales outreach for UK, Nordics & Benelux.

### OrthoD Group

AUG 2015 – OCT 2018

#### UK Commercial Manager

Mar 2017 – Oct 2018

Hired by leading medical products business in an analytical role and quickly progressed to commercial manager role with P&L accountability, maximising profit and service delivery for primary accounts, with leadership of tenders for new and existing business, working across the NHS and Department of Health.

**Influenced commercial strategy;** collaborated with CEO and CFO to improve pricing, negotiation and account retention, as well as the introduction of new product ranges that offered substantial profit gains.

**Coached Sales Agent to meet first-year target,** growing to over-performance of £98K; set an ambitious but achievable objective, then provided one-to-one support, absorbing useful feedback on products and market.

- ✓ Created persuasive marketing tools that clarified USPs with high impact distributor incentive scheme.

**Presented agile problem resolution** and completed ad hoc process improvement projects:

- ✓ Enhanced client satisfaction by replacing a key product, working closely with the client to define requirements.
- ✓ Resolved manufacturing backorder problems; fixed root cause and improved ongoing efficiency through closer alignment of sales forecast to manufacturer production.
- ✓ Prevented account loss by heading project that offered a key change in product sterilisation technique.

## EDUCATION

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**B.A. (Hons), Economics, Politics & International Relations, 2:1,** Oxford Brookes University, 2015

## HOBBIES

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**Dulwich Hamlet** - On a Saturday can be found standing in the "rabble" supporting Dulwich Hamlet FC

**Cricket** - Regularly play for one of the worst cricket teams in London (formerly officially the worst)