

# Max Hopkins - Fagan

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## Personal Profile

I have a professional background of joining small businesses and developing sales practices and processes, with a proven track record for establishing and maintaining client relations in a competitive environment. I am personable, adaptable, creative and high achieving.

I have nurtured a lifelong interest in cutting edge information technologies and in December 2019 I decided to take a plunge and retrain to become a front-end developer. I have a flair for graphic design and have enjoyed combining these interests and skills together. I have a talent for implementing layouts and exciting thematic designs. I really enjoy working with CSS and discovering different JavaScript Libraries.

I am looking to kickstart my career as a Junior Web Developer in a company where I can work hard and learn fast in a collaborative environment.

## Education and IT Training

**01/20-Present**

**Just IT Training Ltd, London**

**Development Professional Programme**

- MTA Software Development Fundamentals (Expected 2020)
- CIW Advanced HTML5 & CSS3 Specialist 1D0-620 (Expected 2020)
- MCSD Programming in HTML5 with JavaScript and CSS3 (Expected 2020)
- MCSD Developing ASP.NET MVC Web Application (Expected 2020)

**2010**

**Roehampton University, London**

**BA Hons:**

**Films Studies and Screen Practise - 2.1 BA Hons**

**2006**

**Long Road Sixth Form, Cambridge**

**A Level:**

**Film Studies (B), Media Studies (A)**

**2004**

**Comberton Village College, Cambridgeshire**

**GCSE:**

**13 A-C grades in subjects including Maths and English**

## IT Skills

**Software Development Skills:** C# & ASP.NET

**Web Technology:** Currently learning React JS

**Core Programming Languages:** HTML5, CSS3, JavaScript

**Projects:**

**Movie Search and Recommendations** - I used JavaScript to scrape JSON data from the TheMovieDB API and populate the page with all relative info and recommendations. All written from scratch.

**vid.nas music producer website** - A one page design that uses bootstrap 4 for the layout and graphical elements made using original photography, Photoshop and final cut pro. I used Spotify and YouTube iframes for content and vanilla JavaScript for revealing divs. Animations use the "Animate-On-Scroll" JavaScript library.

**Music Player** - A neumorphism themed music player written in JavaScript that draws on an array of pre-loaded mp3 files and is styled with CSS3. I created a light and dark theme that is toggled with a JavaScript loaded from a button press.

## **Employment History**

**11/18-12/19**                      **YardLyнк, London**  
**Sales Executive**

- Continuation of my core duties with HomeTouch but applied to an exciting up-and-coming sector for the gig economy
- Advising senior managers on sales techniques, new hires, pipeline management and sales function.
- Writing cold call scripts, email copy and guiding junior sales staff on CRM best practices.
- Working closely with the head of marketing to tailor materials and approach.

**08-16-11/18**                      **HomeTouch, London**  
**Sales Executive**

- Joined HomeTouch as a client services representative, then established a sales funnel and sales processes with the newly appointed head of sales.
- Responsible for sourcing, nurturing and converting incoming leads using complex and consultative sales techniques.
- Effectively matching carers to clients as per their needs and requirements.
- Ensuring sales reporting functions are accurate and up to date.
- Working to KPIs and targets set to achieve fast paced growth.
- Maintaining a consistent rate of growth and building the Live In Care portion of the business to become the majority of revenue in the company.
- Monitoring and analyzing the sales processes, then adapting and modifying to achieve maximum results.
- Using a mix of software, including Intercom and HubSpot.
- Interviewing and managing junior sales executives and account managers.
- Managing operations for [www.liveincarejobs.co.uk](http://www.liveincarejobs.co.uk)

**02/16-07/16**                      **Right At Home Care, Wimbledon**  
**Care Coordinator**

- Overseeing the transition of the entire workforce over to a new web and app based computer system. Including training all staff on new software and app, being the first contact for troubleshooting and ensuring the smoothest transition possible.
- Recruiting, supervising and deploying teams of caregivers to provide care and support to vulnerable adults. This included keeping regular contact with all staff to ensure that they were happy.

- Liaising with clients, caregivers, health professionals and families to ensure that communications are relayed and the delivery of services is run according to schedule and the company's high internal standards.
- Keeping accurate, detailed and up-to-date records and communications are held across all systems.

### **Interests and Achievements**

**Computing:** Before retraining I had built a handful of basic websites for family and friends, mainly working with wordpress and other site builders. I have extensive experience using Photoshop, Final Cut Pro and run a Linux distribution as a hobby.

**Hobbies:** I am a keen film fanatic, watching as many films as time allows and reading film books. I am also a keen music lover, producing my own music for fun. Producing music has allowed me to design related artwork and websites.

**References available upon request**