

Max Hopkins - Fagan

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Personal Profile

I have a professional background of joining small businesses and developing sales practises 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. Since June of 2020 I have been working as a developer for an agency based in Romford, primarily working with WordPress but with other frameworks where required. I have a passion for elegant and simple code that results in exciting and fast layouts. I love finding creative CSS solutions and working with JavaScript libraries. I enjoy learning new skills and stepping up to technical challenges.

I am looking to take my career to the next chapter by working with creative agencies with a similar excitement for creative web solutions.

Education and IT Training

01/20-05/20

Just IT Training Ltd, London
Development Professional Programme

2010

Roehampton University, London
Films Studies and Screen Practise - 2.1 BA Hons

2006

A Level:

Long Road Sixth Form, Cambridge
Film Studies (B), Media Studies (A)

2004

GCSE:

Comberton Village College, Cambridgeshire
13 A-C grades in subjects including Maths and English

IT Skills

Web Technology: mid-level WordPress, beginner-level ReactJS

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.

I have recently rewritten the "Movie Search..." site in ReactJS. I am currently finding hosting.

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

06/20-now

Respondit, Romford
Junior Web Developer

- Working directly with Clients, project managers and designers on delivering responsive SEO optimised websites as per designs given to me through Figma.
- WordPress is the primary platform used, but other projects have been done in raw HTML+CSS and inroads are being made into headless WordPress with JavaScript frontends.
- Delivering through Sprints via an Agile work practice.
- Ensuring accessibility standards are adhered to.
- Providing support and training to clients on CMS usage, email setup and other general commercial requirements.

11/18-12/19

YardLynk, 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

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