

Vincent Walker

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Nationality: UK Citizen

Professional Profile:

Creative, innovative and aspiring web application developer with outstanding people skills. After a notable career in digital and face-to-face pharmaceuticals marketing and sales, I am resetting my professional goals, and am now seeking to join a web development team where I can work and grow alongside other professionals in that field. This would be in a forward looking organization/ agency, where my existing knowledge and passion for user friendly design will be of value. As I can offer an impressive track record on projects in Multi Channel Marketing, my commitment is assured. By the same token, since I also have a proven ability to meet and exceed objectives both individual and in collaboration, I am confident of thriving on challenges. I am an excellent communicator with colleagues, management, and clients. My integrity is a particular strength.

Current Achievements:

In 2017 I learned to code, This led me to the design and production of two wholly original web applications. **Business Den**, a SaaS app provides an interface between investors and start-up entrepreneurs. **On The Move**, a private group blogging site. Created personal website - www.vincethewalker.com

Key Skills:

Technical Competencies and Proficiencies: HTML, CSS, BOOTSTRAP, JAVA SCRIPT, RUBY ON RAILS, POSTGRE,SQL, Git Hub, Heroku, TDD

Account Management: Building relationships with corporate clients that consistently increased market share.

Team Working: As Digital Team Lead, spearheading a digitalization project in the field, and reporting results to designers; making recommendations, collaboration with partner organizations to improve patient care.

Teaching /Learning ABPI (Association of British Pharmaceuticals) Exam, Qualified with Distinction, 2004. Training and Mentoring of colleagues and customers; gaining and implementing technical proficiency in digital marketing/sales.

Communication: Highly effective whether written, spoken, face to face and in all media.

Prior Employment

Aymes International (NHS Partnership Manager) 2016 -2017

Worked to gain market access for our range of Oral Nutritional Supplements with NHS Medicines Management, Community Dietitians and Hospital Dietitians across 30 CCG's (London and Berkshire)

Glaxo Smith Kline (Vaccines Key Account Manager) 2004 -2016

In line with GSK's new Digital Strategy, I took on the role as Digital team lead supporting the team, this included:

Collaboration with the Marketing team in developing a new team website to drive 'up and downward' communication as well as share information between sales and the brand teams

Helped develop GSK-UK's first on line 'meeting platform' to communicate our key messages to our customers through a digital channel. This involved supporting the team with training and mentoring to increase usage of this service.

Developed Strategic Partnerships with the NHS in South London. This led to better primary care service, enabling GPs to offer Travel Vaccinations to their Patients, so that GSK grew its Vaccines Business by 3% in a declining market. Collaborate with External Experts to deliver Health and Care Professionals training programs. This involved supporting my team colleagues with Training on the Adobe Connect system, setting milestones and measuring successes.

In 2011, following being awarded the national tender to supply the NHS with a National HPV Vaccination Program - joined GSK's Cervical Cancer team to help support the implementation of their immunization policy. This included working with local Immunisation, Public Health leads.

In 2010, appointed Acting Regional Business Manager to cover sickness.

Supporting the team in implementing strategy and feed back to the Brand team. Regular communication to the team (Weekly) communicating messages from the Management team and Brand Team.

Career Summary:

Senior Sales Executive, Toyota (South Africa), 1998 - 2003 Achievements included winning 3 large corporate accounts and multiple "Sales Person of the Month" awards.

Specialist Medical Representative, Janssen Cilag (South Africa), 1993 - 1998, Medical Representative, 3M SA (South Africa), 1988 - 1993

Sales Representative, Hart Ltd (South Africa), 1987/8 and 1982 - 1985

Operational Medic, South African Army Medical Services, 1985 - 1987

Education & Training Secondary Schooling, Damelin College 1980, Diploma in Sales Management (Damelin College South Africa 1991)

Interests: Travelling, Photography