

Vincent Walker

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Professional Profile

Creative, innovative, a web developer with outstanding people skills. After a notable career in digital and face to face in the commercial pharmaceutical industry, he has reset his professional goals. He now seeks to join a web development team where he can work and grow alongside other professionals in that field specifically in the Ruby language. This would be in a forward looking organization/ agency, where his existing knowledge and passion for user friendly design will be of value. As he offers an impressive track record on projects in Multi Channel Marketing, his commitment is assured. By the same token, since he also has a proven ability to meet and exceed objectives both individual and in collaboration, he is confident of thriving on challenges. An excellent communicator with colleagues, management, and clients. His integrity is a particular strength. UK Citizen; Full UKDL,

Current Achievements: These include the design and production of two wholly original Apps. **Business Den**, a SaaS app provides an interface between investors and start-up entrepreneurs. **On The Move** is a private group blogging site for travelling that provides complete security from intrusion.

Technical Competencies and Proficiencies: HTML, CSS, BOOTSTRAP, JAVA SCRIPT, RUBY ON RAILS, SQL, POSTGRESQL, Git Hub, Heroku, Microsoft Office

Key Skills:

Technical: Practical and theoretical expertise to create web applications for commercial concerns; Participated, Developed and rolled out a new Customer Interface Strategy using Adobe Digital on line media to poor access accounts

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 '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 programmes. 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:
 - Work with immunization leads (and their teams) of the PCTs to offer training on the HPV disease area and how the GSK vaccine worked
 - Worked with Public health leads to support a communication program into their communities
 - Supported the School Nurse Teams in implementing their campaign in offering vaccination at schools.

In 2010, appointed Acting Regional Business Manager to cover sickness. On completion of this five month assignment our team rose to 2nd position on the league table. Responsibilities included:

- Regular (Weekly) communication with the team, Reporting to Management and Brand team on Competitor activity and Customer feedback.
- 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.

2004 – 2010 Joining Glaxo Smith Kline Vaccines as a Vaccines Specialist Representative, This included, where I Grew sales by 6% against a regional market decline of -5% 2007 – 2008.

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