

# Zak Brindle

## Specialist Recruitment Consultant

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**WWW** [zakbrindle.com](https://zakbrindle.com)

**TESTIMONIALS** [linkedin.com/in/zakbrindle/](https://linkedin.com/in/zakbrindle/)

Ambitious, career-focused recruitment consultant with a background in software development. Eager to obtain a consulting software engineer role or to continue my career in recruitment. Organized and dependable candidate, successful at managing multiple priorities with a positive attitude. Willingness to take on added responsibilities to meet team goals and also learn missing skills in my own time to work to improve what I can bring to the team.

## Skills

C++, C#, OO, React, MongoDB, JavaScript, CSS, HTML, API, Lua, Python, Agile, Unity, Visual Studio, Sales, 360 Recruitment, Sourcing, Screening, Interviewing, Business Development, Talent Acquisition.

## Work History

**2021-10 - PRESENT**

### Specialist Recruitment Consultant

*Kensington Additive, Buckshaw Village, Chorley, UK*

- 360 Recruitment - grew a client and candidate network within Additive Manufacturing.
- Took lead as the Head of Software Recruitment with AM.
- Strong communication and interpersonal skills. Strong networking skills.
- Experience with sourcing, screening, and interviewing candidates.
- Experience with employer branding and talent acquisition strategies.
- Exclusive recruitment partner for GE Additive (Solo account director).
- Over £100,000 billings in my 1st year with great recommendations from clients and candidates.
- Awarded 'Players Player' and the 'Recognition Award' after my first full year with KA.
- Supported marketing with creating content and video introductions for every consultant.
- Built software solutions to aid recruitment practices adopted company-wide.
- Intranet with quick access to key platforms, tools, documents, data, time-zones & more.
- Digitalised the tracking of consultant targets. Using js to better workflow and meetings.
- Created an Excel to HTML-table tool with quick search for better access to lead data.
- Interactive service model to improve the company's approach to business development.

**Sourcing, Screening, Interviewing, Networking, Negotiating, Organising, Branding, Communication, Time-management. Strategies, , Business Development, Talent Acquisition, Recruitment, JavaScript, CSS, HTML, C#**

2016-11 - 2021-10

## **LG Sales Ambassador**

*Retail Marketing Group, Oldham*

- Maintained energy and enthusiasm in a fast-paced environment.
- Achieved highest number of sales over peak season in the North team 2 years running.
- Strong product knowledge and understanding of the latest technology in the home entertainment industry.
- Excellent communication and interpersonal skills, including the ability to explain technical features and benefits to customers in a clear and understandable manner.
- Proven sales experience, with the ability to meet or exceed sales targets.
- Strong customer service skills and the ability to build and maintain positive relationships with customers.
- Strong problem-solving skills, with the ability to overcome objections and close sales.
- Ability to work under pressure and a fast paced environment.
- Flexibility and the ability to adapt to change, as technology and products can quickly become obsolete.
- Traveled to multiple stores across the UK in locations such as Blackpool, Warrington, and Blackburn in both Currys and John Lewis stores to train staff or promote brand awareness.

**Sales, Consultative Selling, Product Knowledge, Presentation, Communication, Negotiation, Customer Service, Adaptability, Solution Selling, Brand Ambassador, Relationship Building**

2015-07 - 2016-01

## **Microsoft Windows 10 Representative**

*Retail Marketing Group, Preston*

- Offering friendly and efficient service to all customers, handled challenging situations with ease.
- Served customers in a friendly, efficient manner following outlined steps of service.
- Demonstrated respect, friendliness and willingness to help wherever needed.

2015-06 - 2015-07

## **Microsoft Windows Lumia Representative**

*Retail Marketing Group, Preston*

- Greeted customers, helped locate merchandise and suggested suitable options.
  - Strong ability to build and maintain relationships with customers, through excellent communication and interpersonal skills.
  - Proven track record of consistently achieving or exceeding sales targets, through effective sales techniques and relationship-building strategies.
  - Experience in upselling and cross-selling products, to increase sales and customer satisfaction.
  - Strong understanding of product features and benefits, and the ability to communicate these effectively to customers.
  - Strong ability to work independently and as part of a team, and to adapt to changing sales environments and customer needs.
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# Education

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2014-09 - 2018-08

## Bachelor of Computer Science: Software & Game Development

*University of Central Lancashire - Preston*

- Computing Skills **(1st)**
- Games Concepts **(1st)**
- Programming **(1st)**
- Advanced Programming in C++ **(2:1)**
- Mobile Computing **(2:1)**
- Final Year Project **(2:1)**

2-2

2012-09 - 2014-08

## Extended Diploma: Interactive Media & Software Development

*Blackburn College - Blackburn*

Triple Distinction\*

2007-09 - 2012-08

## GCSE

*Witton Park High School - Blackburn*

7 at A-C

## Exploring Key Skills

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**JavaScript, HTML and CSS** - Created automation tools to speed up repetitive recruitment activities adopted by many in the company. One tool reads a LinkedIn Recruiter message and automatically copies a relevant response to clipboard. Another scrapes data from a profile to easily be used to create data maps or lead-sheets. I created a platform that was adopted company-wide to speed up common recruitment practices. This project was in continuous development for over 1 year and resulted in employees saving a lot of time. One of the latest projects ([Interactive Service Model](#)) is available on my GITHUB.

**C++ and C#** - languages acquired and developed through my Computer Games Development degree and home practice. Proof of competent coding with C# as I achieved a 1st in Introduction to Programming, and using C++ I achieved 100% in the final assignment of Games Concepts. Continues to develop using C# in my own time working on games such as Burtle (available on the [Play Store](#)) and Elgar's Revenge (Video content on [YouTube](#)).

**Sales** – By working with companies such as Microsoft, LG, Hoover and Otterbox, I have gained valuable experience in sales. These roles have helped me to develop a strong understanding of the sales process and how to effectively communicate with potential customers. I have also learned how to overcome objections and close deals, which are critical skills in the sales field. Additionally, working with these companies has helped me to build confidence in my abilities and to develop a resilient attitude towards rejection. Through these experiences, I have learned how to identify and target potential customers, how to create and deliver effective sales pitches, and how to build and maintain relationships with clients. Overall, my experience with these companies has helped me to become a skilled and successful sales professional.

**IT** – excellent IT skills due to studying ICT and Computing for 10 years in education. Fluent in all Microsoft Office programs along with more advanced programs such as Visual Studio, Unity and Android Studio.

**Goal Oriented** - it is important to set goals so I have something to strive for and excel at, I set goals for everything I do and always aim high. I reached my goals at Microsoft by receiving full marks at the training, gaining the highest grade in Games Concepts with 100%, and sold the most Lumia's out of all the Microsoft Lumia Representatives.

**Communication** - great written communication skills evidenced by my Computer Games Development degree. Brilliant verbal communication due to over 7 years of working in customer service. This includes learning to translate technical knowledge to people in a clear understandable manner.

**Leadership and teamwork** - committed team player from working in groups throughout my education and retail experiences, but I also make a fitting leader due to the Leadership Programme I completed at the UCLan Cyprus campus, my communication skills which are changeable for different situations, and have complete integrity.

**Microsoft Accreditation** - for achieving full marks in the Microsoft training in Windows 10.

**LG Top Salesman** - in the North for selling the most Premium OLED TV's over the Christmas peak period.

*References available on request.*