

DAVID MCGINLEY

Pre-trainee with a strong commercial acumen. I have successfully completed all 8 FE1 entrance exams, and now wish to secure a training contract to launch my career as a solicitor in a commercial law firm. Thus far I have worked in a general practice firm for two years, working primarily within conveyancing and civil litigation.

Employment History

Pre-Trainee Solicitor

March 2018 - Present

McGinley & Company Solicitors

- Worked with conveyancing team on transactions from initiation to completion on behalf of both vendors and purchasers
- Assisted in all aspects of the conveyancing process. Preparation of relevant documentation, replying to pre-contractual queries, resolving issues on title, carrying out searches and confirming all mortgage conditions have been satisfied
- Managed a high volume portfolio of Personal Injury and Medical Negligence claims
- Initial consultation with clients, completion of all PIAB documentation and arranging engineering and medical appointments
- Attend settlement negotiations
- Brief and documentation preparation for Council
- Oversaw significant IT restructure of the firm, transitioning to cloud and introducing the firm's first case management system (Practice Evolve)

Real Estate Associate

February 2017 - March 2018

Marsh & Parsons

- Structuring and closing deals within the Residential Real Estate Market - Q3: 138%, Q4: 114%
- Coordinated with Solicitors daily, to meticulously progress property transactions and solve any concerns or stumbling blocks which arose
- Pitching to help win new business for the office - Q3: 177% Q4: 208%
- Valuations and appraisals
- Working closely with Senior Management to drive strategic digital initiatives around marketing and lead generation
- Liaising with the New Homes Team and large developers to leverage launch events to market and build pipeline for new developments in The City and West London

New Business Acquisitions Manager

February 2014 - January 2017

Google

- Consultative business role working some of the worlds most established brands and exciting start ups alike.
- Worked closely with senior decision makers to build ROI driven digital campaigns to achieve marketing and business goals, yet conform with Google's extensive advertising rules and policies
- Role consisted of identifying and qualifying revenue opportunities, prospecting, lead pipeline generation for new customers and deal structure/closing
- Successfully exceeded sales targets across two separate markets; UK/Ireland and North America for all quarters averaging 156% overall - Q2:133%, Q3:192%, Q4:264%, Q1:104%, Q2:189%, Q3:100% and Q4:131%
- Attained highest revenue in the UK/I Market in all quarters - Q2:270K, Q3:1.2Million Q4:2.5Million
- Generated highest revenue globally in Q3 and ranked second in the global revenue ranking for Q4
- Headhunted to join the first New York based New Business team for the US market

Personal Information

Name:

David McGinley

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Phone:

087 960 9677

DOB:

16/11/1989

CV Highlights

- Completed all 8 FE1 Exams
- 2+ Years general legal practice experience
- Proficient in personal injury claim litigation
- MSc Graduate - Smurfit Business School
- Conversant in property transactions from both legal and sales agency employment
- Proven track record of achievement in previous employment roles

Education

2013

MSc. Marketing Practice,

UCD Michael Smurfit Graduate

Business School

Grade obtained: 2.1

2007 – 2011

Bachelor of Economics, Politics and Law (Hon's) Degree,

Dublin City University. Grade

obtained: 2.2

References

Seamus Mulligan

CEO - AixThera Ltd

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Claire McLaughlin

McGinley & Co Solicitors

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