

## Shane Byrne

'Law graduate with BA in History & Economics and 5+ years experience working in logistics, operations & safety for large international companies based in NZ. My most recent Irish employment is in personal & commercial insurance, surpassing all prior company sales targets within my first year. Following a spell abroad working in various manual & technical fields of labour I returned to further my studies and fulfill my ambition of qualifying and working in corporate law. I am confident that I have the right combination of academic and life experience to bring value to Byrne Wallace.'

### Experience

#### **Brian J Pierce Insurance**

Account Executive

July 2016 - Present

- Primary focus on new business within commercial & personal Insurance for the largest Taxi Insurance broker.
- Re-broking & renewing existing client's policies. As well as amending & tailoring based on client's specifications.
- Advising & Selling Household Policies: specialising in flood risk policies for mortgaged property buyers in D4.
- Motor Insurance: Private, Commercial Vehicle, Passenger Service Vehicle (PSV, Taxis etc.).
- Combined Traders Policies: Public Liability & Professional Indemnity for small businesses, primarily start-ups.
- Cross selling from our suite of products to our existing book of clients to expand our book far beyond PSV.
- Advising & assisting clients through many scenarios including claims procedures.

#### **Planebiz, Queenstown Int. Airport, NZ.**

Ground Operations Supervisor, Ramp Manager, Foreman

January 2012- December 2015

- Managing airside ground ops at ZQN for Qantas, Virgin Australia, Kiwi Regional Air & Private/Corporate Jets.
- Responsible for timely turnarounds of International & Domestic flights leading a team of 6-12 ramp agents.
- Streamlining procedures in accordance with numerous airlines strict handling manuals & varied KPI to insure efficient & profitable turnarounds for Christchurch based company Planebiz in the port of ZQN.
- Maintaining strong relationships with various airport stakeholders through identifying & resolving local issues.
- Recruiting & training: In accordance with NZ Civil Aviation Authority and each Airlines manual. Particularly for busy winter period with focus on de-icing in the ski resort airport.

#### **Allied Security, Central Otago, NZ.**

Interim Branch Manager, Security Consultant, Crowd Controller

October 2011 – October 2014

- Initially employed as crowd controller for nightclub and hospitality events at various locations.
- Entrusted to manage branch of 25-30 staff across 15 different venues while Ops Manager took career break.
- Maintaining relationships through client requests & allocations as well as seeking new business from prospective clients. Proud to say business grew by 30% in my short reign for which I was offered the role permanently.
- Recruiting & Training Staff to ensure compliance with the strict legal procedures of the NZ Security Association
- Managing the security at 'Highlands Motor Park' & 'NZ Winery Tour' concerts with crowds in excess of 20,000.

#### **Bronco Security, Queenstown, NZ**

Security Consultant & Team Leader

July – October 2015

- Headhunted to implement & lead security procedures for the redeveloped & relocated World Bar in accordance with my New Zealand Security Association Consultant's licence.

#### **AA Insurance, South William Street, Dublin 2.**

Telesales Agent

February – September 2011

- Selling Travel Insurance: Annual, Multi Trip, Single Trip etc. at Ireland's largest Insurance Broker.

### Part Time Experience while attending school/university

#### **O'Brien's Wines**

Sales Assistant

- Part of store that won 'Sunday Ind.'s Retail Excellence Award for Overall Nat. Store of the Year' 2009.
- One of only four employees nationwide to receive a 10/10 in the mystery shopper scheme that year.

#### **Prop Me Up**

Event/Road Crew

#### **Lansdowne FC, Railway Union SC, Monkstown FC, Pembroke CC**

Bar Tender

**-Referees Available Upon Request-**

October 2018

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Ringsend,  
Dublin 4

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### Education

LL.M Candidate

(UCD 2018/19)

Final Examinations

(Law Society of Ireland, 2017/18)

Post Graduate Diploma in Law

(Law Society of Ireland, 2017)

Honors BA Joint Major Economics  
& History

(U.C.D. 2016)

Leaving Certificate

(St Michaels College 2007)

Accredited Product Advisor &  
Certified Insurance Practitioner

(Insurance Institute of Ireland,  
2017/18)

### Skills & Expertise

New business development &  
research, specialising in organic  
business growth.

Great team player, fast learner,  
action taker and problem solver.

Strong client-facing skills, excellent  
at building an early and sound  
rapport with clients.

PC and Mac, Microsoft Office,  
Relay, TIA, Sabre, Worldtracer.  
Obtained ECDL aged 11.

### Volunteer Experience

#### **IRFU Charitable Trust Tag**

Rugby Festival

Organizer

July 2011

#### **Thriller in the Chiller Charity Boxing**

Participant, Volunteer, Cornerman

September 2015

### Hobbies & Interests

Travelling, music, non-fiction books  
politics & history, drama films,  
stand-up comedy & concerts.

### Sporting Past Times

-Rugby (Monkstown FC), Tennis  
(Claremont LTC), Muay Thai (309  
Phuang Malai), Cricket (Railway  
CC), & Golf (Stackstown GC).  
-Central Otago Premier Champions  
with Wakatipu RFC, 2012.  
-Fought two competitive boxing  
matches in NZ.  
-Director of Cricket for St Michael's  
College first ever Leinster Cup  
victory.