Todd Q. Lynch

A person wearing a white shirt

Description automatically generated with medium confidence

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**Personal Profile:** An innovative, enthusiastic ,goal driven and recently graduated former Law student who obtained 2.1 Grade. I am seeking role in a workplace which relates directly to my line of study where I can utilise my current skills and gain new ones through challenging situations which I strive in.

Throughout my work experience I have gained a wide range of skills and mannerisms. I can work under pressure in a quick paced environment whilst providing great service to the highest standard. I enjoy working in a team environment, but I am also confident working on tasks individually.

**Work Experience:**

All references are available upon request.

**Senior Sales Associate & Key Holder**

**McGuriks Golf**

October 2022 – Present

My duties include:

* Achieving daily/weekly targets with the highest net sales in the Drogheda branch
* Processing stock delivers and merchandising the sales floor
* Showing an interest in every customer needs and resolving customer queries
* Processing the end of day cash and lodgment sheet

Ref: Shane Finnegan (Store Manager)

**Senior Bar Tender, Mixologist and Marketing Manager.**

**Mount Bravern Ltd. – The Grey Goose Gastropub/Bar**

May 2018 – May 2022/ September 2022 – Present

My duties and role included:

* Running and operating the main bar and function room bar in the Grey Goose on hectic days and evenings
* Managing stock within the company and placing orders with external companies for two busy bars.
* Operating and upkeep of the marketing behind the Grey Goose bar and Ilforno restaurant. This included social media management, promotion organization working alongside companies such as Diageo and Jameson and digital marketing.
* Ensuring that the premises was operating in line with the latest government guidelines in relation to the covid regulations.

Ref: Vincent Black (Director)

**Laborer**

**Matakana Scaffolding, Vancouver BC**

June 2022-August 2022.

My duties included:

* Laboring on a scaffolding yard in Vancouver, BC
* Gathering orders and loading trucks for delivery around the greater Vancouver area.
* Unloading Scaffolding orders at site.

Ref: Ryan Baggot (Yard Manager)

**Branch Representative**

**Sherry Fitzgerald Lannon**

September 2018 – 2020

My duties and role included:

* Greeting with prospective customers at showings and assisting the realtor in the showing and sales of residences. This included the showing and sales of a large-scale development in the Drogheda region along with other individual viewings.
* During showing which, I did independently I would have to utilize my customer relations skills and sales skills to try to encourage a sale that realtor could act on after I completed the showing.

Ref: Giles Belton (Senior Partner)

**Deliver Service Provider**

**Barlow’s Railway Tavern**

February 2021 – July 2021

My duties and role included:

* Meeting with customers and providing professional customer service as is expected with Barlow’s Railway Tavern.
* Dealing with large amounts of cash which I had to account for at the end of each shift and insert all my transactions into the till.
* Maintaining the bar when I was on site and dealing with customers who were collecting deliveries.

Ref: Paul “Barlow” Moore (MD)

**Customer Service Representative / Sales Team Member**

**Europcar Ireland**

May 2019- September 2019

My duties and role included:

* A target driven sales and customer service role where I was focused on upselling, achieving targets and customer satisfaction. I achieved this during the peak summer rental period with the highest Customer Satisfaction rating (CSat) score in the city center branch of 9.3
* Achieving and maintaining my sales and upgrade’s goal per rental, week and month with specific targets for each. These goals were challenging yet achievable through good customer relations and a trusted sales approach
* This role also required me to excel as part of a driven sales team where teamwork was of the essence. This suited me as I work well in a team where communal goals were present and achieved as our branch generated the most upgrade revenue per sale as a team from all Europcar branches during the peak rental period from June-august.

Ref: Jack Reilly (Branch Manager)

**Education**

**LLB Law Degree- Maynooth University**

September 2019- Present

Completed virtual internship programs in:

* Matheson LLP – Commercial Law
* Clifford Chance – Global Cyber Security
* Chartered Institute of Arbitrators – Alternative Dispute Resolution

**Leaving Certificate 2019 – Franciscan College Gormanston**

Obtained 6 Higher Level Honorsinc. Business, Irish, Geography, English, French and Biology.

**Achievements:**

* Full Driving License – 2019
* Clann prefect – 2018/19
* Leinster Schools Rugby League – 2019
* Leinster Schools Rugby Vinny Murray Cup caps - 2019
* Gaisce Bronze Award – 2016
* Co. Louth Golf Club Junior Open winner – 2012

**Hobbies and Interests:**

* Golf @ Co. Louth Golf Club (Baltray)
* Rugby @ Boyne R.F.C. Senior squad.
* GAA Football @ Dreadnots Junior Squad and Maynooth Intermediate Squad.
* Member of the Maynooth University Law Society of 2022/2023