**Curriculum Vitae**  **Tom Doherty**  **D.O.B** **15.02.1996**

**Personal Record**

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**Skills Profile**

I possess strong entrepreneurial skills, which has enabled me to successfully identify a number of small business opportunities that have allowed me to develop the necessary skills to achieve my business goals; these include research, planning and implementation but also having the flexibility to adopt to change, as opportunities present themselves. These opportunities included, a costume Victorian Jewellery business, based at St Georges Market Belfast (2013) and a Music promotion business, (2017/18) where I have been responsible for negotiation with the artists, venue owners and for sales and marketing. My degree choice, **Accountancy and Law LLB** demonstrates a breadth of skills and aptitudes which are transferable and relevant to support any business. In addition, my mathematical and scientific acumen, has allowed me hone, my problem-solving ability, in evaluating and interpreting data & events. I am a good communicator both verbally and written. I have recently completed a Sage 50 course, which has allowed me to complete day to day accounting and book keeping activities.

Through A-level ICT, I am proficient in all aspects of Microsoft Office programmes, including Excel (data analysis), Word and PowerPoint. Through my studies of Accountancy and Law I have developed my understanding of legal principles, Finance and a wider understanding of domestic and global economics. I pride myself in a positive attitude towards hard work. Moreover, I am a sociable, congenial person who makes friends easily. I am confident about my ability to adapt and deal with new situation. As a member of various sports teams, I have been successful on the pitch and this has allowed me to perfect my communication and tactical skills in a team situation.

**Key Skills, Attributes and Capabilities**

* Business to Business Relationship Experience
* Business to Customer Relationship Experience
* Strong Analytical Skills
* Excellent Team Player
* Highly Articulate and Engaging
* Hardworking and Highly Adaptable
* Strong Ability to Work Under Pressure
* Excellent Negotiation Skills

**Work Experience**

* Student Brand Manager for Red Bull (**2017- Present)**

Responsibilities involve promoting Red Bull throughout campus. Developing relationships and brand awareness with clubs and societies. Other secondary responsibilities include, negotiating with licensed premises and retail stores obtain more prominent product placing and improve selling capacity of Red Bull in targeted businesses. I have received a sizable bonus for improving sales volume in both licensed premises and retail stores.

* As a **Market Research Interviewer with Ipsos MORI, (Mar ’16 to Nov’17),** I undertook market research over a variety of graphical areas and socio-economic groups to identify, opinions, behaviours and concerns This developed my organisation and communications skills. It enabled me to develop strong client relationships and a rapport with the targeted groups. The research undertaken was on behalf of entities including government bodies, media, Universities and Financial Institutions, where confidentiality is of paramount importance.
* **PriceWaterhouseCoopers - Market Research Department, (Dec’15),** I worked as a Tele-Researcher on the Northern Ireland Business Banking Tracker (NIBBT project.) This gave invaluable experience working within an office environment and working as part of a large team.
* **MOAT Business Consultants – Management Consultancy and Property business, ( Sept’14 to Present).**

I have carried out administration duties. These include: day to day duties of cash management, cheques and reconciling deposits, processing invoices & payments and paying third parties. In addition, booking keeping, updating the nominal ledgers through to extended trail balance, and ensuring all tasks are completed on time and within a set budget. I gained experienced and confidence in using computer programs such as Microsoft excel.

* Retail Assistant, **Centra Convenience Store, Stranmilis (2012 to 2016).** Working closely with the store manager I was involved in, stock taking, inventory management and customer service / relations. Additional duties included cash management and the opening and closing of the store. This has given me invaluable business to customer experience. Moreover, Centra has allowed me to develop as a key team player working together with a large team.
* I ran my own small retail business at **St. George's Market, Belfast: Victorian Costume Jewellery (Summer 2013).** This provided me with business experience at a young age. As well as competence in dealing with customers and a significant degree of salesmanship. My responsibilities included, negotiating a suitable pitch, negotiation and purchasing the stock from wholesalers, researching a suitable insurance product and marketing both on social media and physical.

References Available on Request.

**Extracurricular Activities**

I am a member of various sports teams where I enjoy both competition and camaraderie. I play Hurling and Gaelic for my local club Bredagh. I have played basketball for Queens for 10 years. I now play hurling at University. While at school, I was a member of the Down and Connor Youth Team on two occasions this team effort aids over 100 terminally ill and disabled pilgrims in Lourdes ensuring all their needs are met.

**Appendix**

**Education**

Ulster University – LLb BSc Hons A

ccounting & Law

(September 2014 – Present)

 Modules Covered to date include:

* Principles of Financial Accounting
* Financial Accounting
* Management Accounting
* Property Law
* Land Law
* Personal and Business Finance
* Business and Commercial Law
* Taxation1
* Costing 1
* Accounting 1
* Financial Maths and Stats
* Economics
* Criminal Law
* Public Law
* Tort Law
* Contract Law
* European Law
* Committee Member of the Law Society

**Aquinas Diocesan Grammar School (September 2012 – June 2014)**

 **3 A-levels,** **Biology** B, **ICT** B, **Maths** B

 **2 AS levels,** **Chemistry** C, **Government and Politics** B

Total UCAS Points: 350

 **Our Lady and Saint Patrick College Knock (September 2007 – June 2012)**

 **11 GCSEs**

* Chemistry A
* Biology A
* Maths A
* ICT A
* Physics A
* Religion A
* Learning for life and Work A
* Physical Education A
* Irish B
* English Language B
* Additional Maths B