

# BORJA BRIONES FIGUEROA

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## EDUCATION

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**University College London** September 2017 – May 2020  
**Bachelor of Science in Information Management for Business** London, United Kingdom

*Predicted degree classification: (2:1). Graduation: Summer 2020.*

- Sample modules: Business Analytics, Project Management, Communication & behaviour, Database Systems.
- Dissertation: How flat organizational structures can affect an organization's digital transformation success.

**Coleg Cambria** September 2015 – May 2017  
**A-Levels** Wrexham, United Kingdom

- Computer Science (A), Portuguese(A), German(B), Economics(B).
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## WORK & PROJECT EXPERIENCE

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**Side project, "Padlo" Innovation Management Software** (Development due) January 2020 – Today

- Created opportunity in unsuitability of incumbents to SMEs and Latin American market. London, UK
- Developed fixed pricing + complementing services strategy to suit client's needs. This strategy prevents growth disincentive of the industry standard per user model. In consequence, businesses are encouraged to engage with internal and external stakeholders, making the platform suitable and accessible for open innovation.
- Presented idea to prospective clients, and secured 2 conditional sales, which would cover 70% of dev costs.

**Co-founder, "KitYard" Web Application** (In development) July 2019 – Today

- Started and motivated a team to develop and market an e-commerce website. Buckley, UK
- Developed the idea and its business model to work out 40% cheaper than incumbents.
- Introduced an integrated negotiation feature with offers, chats & automatic shipping label purchase.
- Analysed and developed strategy for 0 cost initial distribution channel through Facebook groups.

**Solutions Consultant, ILAO** March 2018 – Today

- Found business opportunities within the UK and directly managed relationships with customers. London, UK
- Ensured outstanding delivery by understanding and verbalizing client's business and technology requirements.

**Work Experience, HSBC** May 2016 – May 2016

- Selected for competitive work experience to rotate functions at a bank branch. Wrexham, UK
  - Manager trusted me for customer facing roles.
  - Became passionate on role of banks in providing win-win services to the business community and beyond.
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## TECHNICAL SKILLS

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**Programming Languages:** Python, Java, JavaScript, HTML, CSS, SQL, Visual Basic.

**Technologies and Tools:** Excel, Word, PowerPoint, Slack, Git, SketchUp, Tableau, Adobe XD.

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## EXTRACURRICULAR ACTIVITIES & AWARDS

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**UCL Undergraduate Bursary**, London, UK September 2017 – June 2020

- Recipient of highest bracket of bursary to widen participation of low-income students (income <= 16.000GBP).

**Coleg Cambria's Endeavour Awards**, Wrexham, UK April 2017

- Only student to be recognized by multiple departments due to impressive performance & good disposition.

**National Trust Tourist Guide**, Wrexham, UK August 2016 – January 2017

- I guided hundreds of tourists through a National Trust historic site on a weekly basis. In consequence, improved my public speaking whilst giving back to the local community of Wrexham.

**Exchange Student to Germany**, Rotenburg an der Wümme & Munich, GER June 2014 – March 2015

- Organized my own year abroad to Germany from Chile by emailing dozens of schools.
- Acquired cultural understanding as well as language skills.

**Representing Chile at "FIRST robotics competition"**, California, USA March 2014

- Part of team raising finances for the team. I raised over the equivalent of 4000GBP. This was done by securing partnerships and sponsorships from local government and private organizations.
  - Contributed to the mechanics by designing and prototyping core functionalities such as a ball throwing system.
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## LANGUAGES & INTERESTS

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**Languages:** Spanish (Native), English (Fluent), Portuguese (Fluent), German (Advanced), Swedish (Beginner).

**Interests & Hobbies:** Ice Hockey, Politics & Economic news, Challenging myself. I enjoy finding innovative opportunities as well as optimizing processes. I am part of UCL Ice Hockey Society and UCL Technology Society.