

# ALYSHA JOHNSON

## RELEVANT EXPERIENCE

### Dassault Systemes

Graduate Solutions Consultant | Aug 2016 – Aug 2017

Solutions Consultant | Aug 2017 – Jan 2021

Senior Solutions Consultant | Jan 2021 – May 2022

At a high level, my role was to understand and demonstrate the latest company software and support customers through the sales cycle by understanding their pains and challenges. This was done through consulting on solutions that could solve their problem, whilst documenting and capturing all the information throughout the process.

I led the technical team within an engagement making sure the right resources and knowledge were available to help the customer. This included demonstrations and presentations of the proposed solutions, creating helpful documentation to support a sale and running support communities for new customers getting started.

Part of the work conducted was to lead the response to RFPs / RFIs that came in from potential new customers. I did this for two years and streamlined the existing processes and templates so each response was more efficient/effective than the last.

Working throughout the sales cycle meant I got to work with those developing the 'out of the box' solutions to those implementing and configuring the customer's end solution. Collaboration with these teams meant making sure all feedback was captured from the customer to make sure improvements made at implementation could be fed into new solutions.

Internally, I created and managed a knowledge base for other solution consultants where different processes were explained, reviewed and enhanced by myself. This involved internal interviews and consultation on what processes to include, how they worked and what needed improving.

### AppiDigital

Creative & Owner | September 2023 – Now

As a creative outlet, I have started a blog which I use to sell and share digital planners. I use a combination of WordPress and Etsy to run this.

### Rolls Royce Plc

Placement Design Engineer | September 2013 – August 2014

For a year, I put into practice some of the knowledge I had acquired from university. I applied a lot of mathematical and mechanical skills to this placement but also developed some professional skills.

Technical documentation had to accompany any design. This included any research conducted; reviews against standards/requirements; and any design decisions or meeting notes that would support the design.

## SUMMARY

I am looking for an opportunity to utilise my current experience and skill set, whilst pulling on the new knowledge I have gained during my sabbatical.



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## INTERESTS

### Career break

I have been lucky enough to take a sabbatical and break from work. In this time, I have filled it with travelling, reading, creating and learning.

### Mentoring

As a homage to all the wonderful mentors I have had over the years, I like to mentor as well. Helping and supporting others gives me joy, especially to those unsure of their path.

### Coding

As learning is a big part of who I am, I have been learning to code for the past year and a half. This was done to enhance my technical skills and knowledge.

## EDUCATION

### Full Stack Developer Course | March 2023 | The Code Institute

A part-time, yearlong course with modules in HTML, CSS, JavaScript, Python, key Frameworks, development processes and testing. A total of 5 portfolio projects were produced: HTML/CSS; HTML/CSS and JavaScript; Python; Full Stack Project; and project in specialised topic. An additional specialty of Advanced Front-end was chosen for the last 4 months of the course to produce the final project.

### MEng Aerospace Engineering (2:1) | June 2016 | Sheffield Hallam University

Throughout the course I engaged well with all tasks set by different modules gaining a 2:1 overall each year.

As an engineer, I have written several technical documents - from lab to research reports. For my final year Master's dissertation, we won the IMechE Automobile Division's Communication in Engineering Award for our technical paper and presentation on the Design Review and Validation of the SHU Huntsman Solar Car. Whilst this was a team effort, I led the team and drove the compilation and editing of the paper.

## OTHER SELF-LEARNING / CERTIFICATES

Content Marketing Certificate | October 2023 | HubSpot Academy

Ivy House Leadership Programme | January 2020 | Ivy House London

## SKILLS



### Organisation

One of my biggest strengths is my organisation, I excel when things are organised, clear and structured. This, in part, has been key to my and any project team's success in reaching deadlines, and planning future commitments with customers.



### Teamwork

I have worked with teams across the business to understand and satisfy customer requirements, this includes implementation and R&D teams. Being part of these cross-organisation teams means having to adapt to the different processes each team has.



### Learning

Learning is an important value to me, which I feel makes me adaptable and curious as I am always trying to understand 'why'.



### Communication

I am clear and concise in my communication, written and verbal. I have presented in smaller meetings, such as technical workshops, to larger audiences in company 'all hands' calls.



### Consulting

In my previous role, value-based selling was used across the business. This was the defacto process from initial discussions with customers through to handover to the implementation team. The consultancy skills I have picked up, I feel, can be adapted and transferred when engaging with engineers, QA and Product Managers



### Feedback

Feedback is a key part to everything I do. For every piece of work, I like to understand from the team or the customer what went well, what needs work and what should be stopped.