DEMARNAY GRAHAM

Business Development | Operations | Web & Digital
West Bromwich, West Midlands, B71 1ND
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Full UK driving licence

PROFILE

Self-directed operator with experience across sales, marketing, logistics and customer-facing work, who now builds and runs businesses of his own. Has taken ideas from research through to working systems - pricing models, delivery processes, documented procedures - and helped establish a vehicle recovery company through its first months of trading. Self-taught web developer, currently delivering for a live client. Comfortable owning a process end to end, and equally comfortable doing the unglamorous part.

KEY SKILLS

- Business development and opportunity analysis
- Market and competitor research
- Sales - face to face, door to door and account handling
- Process design, documentation and workflow
- Web design and build (HTML, CSS, JavaScript, TypeScript)
- AI tools, automation and data systems
- Cash handling, stock control and supervisory tasks
- Customer service across diverse audiences
- Clear written and verbal communication

EMPLOYMENT HISTORY

Vehicle Recovery, Collections & Deliveries - Transport Recovery Solutions Ltd

Late 2023 - mid 2024

- Recovered, collected and delivered vehicles between auction houses, clients and garages, including BCA Manchester.
- Joined at start-up and helped establish the business through its first months of trading.
- Built the company website and designed its business cards.

Croupier - Grosvenor Casino, Walsall

2021

- Dealt table games and calculated payouts mentally at speed.
- Handled cash and chips under continuous compliance observation.

Marketing Executive - Pack Associates, Birmingham

2021

- Worked the BT and Shell forecourt campaigns.
- Face-to-face promotion, door-to-door sales and marketing events.

Hospitality & Events, including Team Leader - Evolve Agency, Birmingham

2020 - 2022

- Bar and kiosk work at Cheltenham, Warwick and Worcester racecourses and at football grounds.
- Team leader at Aston Villa and Wolverhampton Wanderers, running stock and till counts.

Sports Coach - Uplands Manor Primary School

2015 - 2019

- Completed a Level 3 apprenticeship with the school, then employed as a coach.
- Delivered PE lessons, clubs and activities to years 1-6 in a school of over 900 pupils.

SELF-EMPLOYED & PROJECT WORK

Web design and build - Independent and for clients

2019 - present

- Designing and building websites since 2019, starting with a property sourcing site of my own.
- Currently delivering a live site for a plumbing and drainage client.

Marnay Made - membership platform - marnaymade.co

2026

- Built and shipped a platform handling accounts, payments, timed access and audit logging.
- TypeScript, Next.js, PostgreSQL and Stripe.

A Callout Company - emergency trade platform - Founder

2026

- Designed the pricing and commission model, then built the platform against it: tested business-logic core, 26-table database, 41-route application.

Play On The Court - grassroots basketball - Founder

2025 - present

- Building a UK basketball organisation: brand, live site and a schools programme plan.

QUALIFICATIONS & TRAINING

- CPCS Red Trained Operator Card - Forward Tipping Dumper (2026, valid to mid-2028)
- CSCS Green Labourer Card, Level 1 (2024)
- Full UK driving licence

EDUCATION

- Level 3 Advanced Apprenticeship - Supporting Teaching and Learning in PE and School Sports. SW Training, 2017.
- Introduction to Business Agility - The Open University (OpenLearn), 31 January 2026. Statement of participation; carries no credit points.
- GCSEs, Sandwell Academy - Mathematics (A), Physical Education (A), Additional Science (B), Business Studies (C), English (C), Science (C).
- BTEC Sport - Distinction, Sandwell Academy.

REFERENCES

Available on request.