

Simon Piggott, BA Hons

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Personal Profile

I am a driven graduate, with vast retail management experience and a keen interest in the music, entertainment and technology industries, looking for a career challenge. My degree has taught me valuable skills in research, project planning, entertainment management and marketing, giving me a perfect theoretical backbone to my previous work successes and future career plans.

Key Skills

Technical

Advanced Mac, Windows and Linux user • Confident MS Office (and equivalent) user • Adobe Photoshop and Illustrator experienced • Working knowledge of HTML5, CSS3 & PHP • Basic music/video editing skills

Communication

Professional and clear telephone manor • Confident speaker • Highly social • Experience delivering engaging presentations • Quick typing speed • Clear and concise delivery of technical knowledge • Ability to provide constructive criticism/feedback • Experienced social media user

Management

Adaptive, situational management skills • Recognition of talent • Development of talent • Performance management techniques • Event/Project planning • Talent booking • Ability to create a “buzz” • Bringing projects to market • Customer, Product and Project management • Intellectual Property Law

Sales

Sales growth whilst maintaining an excellent customer experience • Growth of an engaging sales environment • B2B Sales • Face to face sales • Negotiation • Tracking and measurement

Education

Buckinghamshire New University (2011-2014)

BA Hons Music Management & Artist Development

Completing this course with the result of 2:1, in addition to a commendation on my dissertation, a piece focussing on website usability for music artists.

ICS Distance Learning (2010-2011)

A Level Business Studies

Undertaking this course to build on the business principles learnt during my time as a Sales Manager.

Abbotsfield School for Boys (2001-2006)

GCSE

My secondary education saw me gain 10 GCSE qualifications, with 6 of these achieving grade C or above. These qualifications include subjects such as English Language and Literature, Mathematics, Science (Double), IT and Media Studies.

Experience

Social Media Marketing Officer

Una Tickets, Milton Keynes (2015 - Present)

Launch of an exciting new brand in the ticketing industry. This role has seen me organise a soft-launch of a brand, including planning promotional activity around and ahead. Creating a “buzz” with fans and engaging a growing online community.

Website Development Consultant/Developer

Freelance (2009 - Present)

Delivery of bespoke online solutions meeting the clients needs. Usable, responsive websites, meeting HTML5 and CSS3 standards. Experience in working with Wordpress, Drupal, Concrete5 and frameworks such as Bootstrap. Working on a freelance basis, this job requires professional networking and liaising with clients • Understanding clients needs • Strict time management • Creative solutions • Explanation of complex issues in plain english • Invoicing and accounts

Cycle Mechanic/Duty Manager

Halfords - High Wycombe Superstore (2012 - 2015)

Departmental management • Key Holding • Customer service • Building relationships with local business to grow sales • Operational development • Asset acquisition • Stock administration • Order fulfilment to high standard • H&S adherence • Staff Development • Brand delivery and presentation • POS design and delivery

Deputy Manager

Halfords - High Wycombe High Street (2012 - 2012)

Building engaged customer relationships to grow sales in a poor high-street location • Exceptional customer service • Rota management • Cash management • Key holding • Staff development • Store administration • Store maintenance • Promotional roll-out • Stock Administration • Operational development

Sales Advisor/Duty Manager

Halfords - High Wycombe Superstore (2011 - 2012)

Exceptional customer service • Staff development • Shop-floor administration • Order fulfilment • H&S adherence • Promotional roll-out • Stock administration

Sales Advisor

Halfords - Milton Keynes (2010 - 2011)

Exceptional customer service • Shop-floor administration • Team development • Order fulfilment • Stock administration • H&S adherence

Live Events Co-Ordinator/Stage Manager

Beatdown Productions - Milton Keynes (2010 - 2011)

Born from a collective love of music, Beatdown was setup to revive the declining live music scene in Milton Keynes and operated from the largest venue in the town, The Pitz. This role required me to develop and manage the business • Fundraising • Liaise with booking agents and bands • Liaising with and booking the venue • Venue planning • Equipment planning, purchase and hire • Adherence to relevant H&S and local law legislation • Stage planning & management • Technical support • Crowd control

Sales Manager

Halfords - Uxbridge (2007 - 2010)

Sales tracking • Sales growth • Exceeding sales targets and KPI's • Key holding • Cash management • Banking • Staff management and development • Building and maintaining engaged relationships with local business • Brand delivery and presentation • Visual merchandising • Promotional delivery • Exceptional customer service • Operational development • Asset acquisition • Order fulfilment • H&S adherence and audit

References

Academic and workplace references can be provided upon enquiry.