

Joe Westhead

Since October 2008 I have been a product manager at Jigsaw Systems Ltd, the UK's largest Apple, Adobe & Maxon reseller.

I graduated from the University of Nottingham with a Management Studies degree, focusing on my favoured topics of online marketing and entrepreneurship.

As a confident German speaker, I volunteered for UEFA at the 2008 European Championships in Zürich and visited the 2006 World Cup in Cologne, where my blog was referenced by the BBC, the Guardian and FAZ.net.

I have enjoyed leadership roles in various university projects and have captained & coached several football teams, as well as a taking on a committee role for the Nottingham University Handball Club.

EMPLOYMENT

FULL-TIME: JIGSAW SYSTEMS LTD, NOTTINGHAM (2008-) – A varied and autonomous product management role. I am relied upon to negotiate with manufacturers and distributors, select and maintain strategic product lines and analyse sales performance.

The multi-disciplinary job means I have also been responsible for attending manufacturer training, meeting customers, marketing and advertising, customer service and aiding the development of the company MIS.

My daily role involves liaising with Autodesk, Maxon, EIZO, NEC, LaCie, Formac and distributors such as Computers Unlimited and Computer2000.

PART-TIME: THE CASTLE INN, SKIPTON (2004-8) – A service role in a market town pub including responsibility for cellar maintenance and stock orders.

PC SERVICE CALL, NOTTINGHAM (2005) - Providing customer service in a nationwide PC repair centre, I also ordered parts with suppliers and liaised with field engineers. The role required high interpersonal skills and a genuine desire to help customers.

SPLASH AQUATICS, SKIPTON (2004) – Duties in this family-owned business included taking and fulfilling B2B wholesale orders in the tropical aquatics industry. I often worked alone and took responsibility for orders including billing and shipping.

VOLUNTEER: UEFA EURO2008, LETZIGRUND, ZÜRICH, SWITZERLAND (2008) - Working in a vibrant volunteer environment, my role in the stadium during Euro2008 was aiding UEFA staff & volunteers, processing stadium accreditation for press and security personnel and dealing with general enquiries. The role required checking sensitive passport information, requiring discretion and attention to detail.

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EDUCATION

UNIVERSITY: **UNIVERSITY OF NOTTINGHAM (2004-2008)**
BA (Hons) Management Studies (2005-2008) – Grade 2:1

Marketing modules:

Advertising and Marketing Communication
Managing and Marketing Tourism
Marketing & Society
Marketing Strategy

Entrepreneurship and technology modules:

Entrepreneurship and Business
Entrepreneurship: Context, Processes and Public Policy
New Venture Creation
Science, Technology & Business
Technology and Organisations

BA (Hons) German and Intensive Russian Beginners (Incomplete) (2004-5)

SCHOOL: **ERMYSTED'S GRAMMAR SCHOOL, SKIPTON (1997-2004)**
A-Levels: English Language (A), German (B), History (B)
AS-Level: Computing (B)
GCSEs: 10 A* to B grades

SKILLS AND INTERESTS

LANGUAGES: Fluent **German** (12 years experience), basic **Russian** (1 year)

IT SKILLS: **HTML & CSS** knowledge, including design of personal websites. I have highly developed PC skills, including experience with plus many online business applications such as Basecamp, Google Analytics and various CMS applications.

SPORT: University of Nottingham Handball Club - Team Co-ordinator (2006-7)
University of Nottingham Raleigh Park Football Club - Head Coach (2005-6)
University of Nottingham Raleigh Park Football Club - Captain (2004-5)
Skipton Town Football Club - Captain (2002-4)

WRITING: I have had articles for *PitchInvasion.net*, *BundesligaTalk.com* and the *Tagblatt der Stadt Zürich* newspaper published, in addition to popular World Cup 2006 and Euro2008 websites that received international media interest.

References available on request