**NICK** 

**Nick.352912@2freemail.com**

**I am a passionate & knowledgeable music industry buyer & account manager with over 10 years experience negotiating terms of trade, building & managing supplier/customer relationships & managing sales budgets. I am music & film/TV fan & the majority of my career has been category managing entertainment propositions, negotiating deals for instore & online or managing entertainment stores. I am a capable communicator & have used my relationship building & project management skills to deliver unique projects & ways of working changes that have transformed the way retailers have traded with entertainment companies. I am an innovator & whilst at Tesco I developed, project managed & launched many new initiatives & new ways of working across the music category.**

**During 2013 I changed careers to develop new skills & further my career experiences.**

**CAREER SUMMARY**

**NETWORK RAIL – Aug 2015 – Aug 2016**

**Signaller – Kings Cross Power Signal Box**

Key Responsibilities:

* Controlling train flow at Kings Cross Signal Box
* Managing safe train running in designated area of control
* Safety critical communication with drivers & rail staff
* Taking the lead in degraded & emergency situations
* Maintaining competence & rulebook knowledge

**UK BORDER FORCE (HOME OFFICE) – June 2013 – Aug 2015**

**Border Force Officer – Freight - London Heathrow**

Key Responsibilities:

* Policing the UK Border
* Freight anti smuggling - Detection of Illicit Drugs, Firearms, Offensive weapons, Tobacco & Intellectual property
* Freight anti smuggling manifest analysis - Identifying planned shipments of interest for further investigation
* Cyclamen radiological material detection - Protecting the UK Border against import of Radio active materials
* Representing UK Border Force as a professional witness in legal action against offenders
* Firearms duties & Aircraft assurances

**TESCO STORES LTD - May 2009 - May 2013**

**Buyer – Music New Release & Campaign**

Key Responsibilities:

* Management of Music section of Tesco Physical & Digital Entertainment website including merchandising, campaign creation & negotiation of exclusive content
* Management of Tesco trading relationships with all Music labels including all terms agreements & negotiations
* Management of £70m annual Store P&L
* Growing market share/sales through targeted product selection, negotiation & creation of effective & customer specific promotions
* Development & creation of exclusive frontline releases & ranges
* Delivery of budgeted income revenues
* Ensure teams commercial focus to maximise sales & exploit commercial opportunities

Key Achievements:

* Significant terms improvements & growth of category profitability by over £3m annually
* Successful negotiation & introduction of consignment model with suppliers
* Over £15m reduction in music stock through collaborative trading
* Successful planning, negotiation & launch of a number of high profile exclusive frontline releases & ranges
* Successful planning, development & launch of £3 & £5 or less Chart
* Growth of sector share yr on yr
* Grown range & promotional space profitability & sales despite considerable reduction in footage

**ENTERTAINMENT UK LTD - Aug 2002 - Jan 2009**

**Account Manager/Buyer**

**Jan 2008 – Jan 2009 - Music Buyer / Account Manager (WHSmiths & Morrisons)**

**Nov 2005 – Jan 2008 – Music Buyer / Account Manager (Woolworths & Asda)**

**May 2004 – Nov 2005 – Junior Music Buyer / Account Manager (Tesco)**

**April 2003 – May 2004 – Assistant Music Buyer / Account Manager (Woolworths & MVC)**

**Aug 2002 – April 2003 – Senior Games Merchandiser (Woolworths, Comet & Tesco)**

Key Responsibilities:

* Growing customer sales & market share through customer targeted product selection & promotion creation
* Development & creation of exclusive ranges & market leading offers
* Customer category planning, sales analysis, chart & range building & ‘in flight’ management
* Delivery of budgeted marketing contributions
* Management of EUK's trading relationship with major & minor suppliers including Terms negotiation & improvement
* Maximise EUK & customer margins/profitability through effective ongoing negotiation of promotional cost prices/new release discounts
* Effective stock management & redundant stock return or disposal through negotiation of SOR & creative stock back deals
* Maintaining commercial focus to maximise sales & exploit commercial opportunities
* Plan & organise promotional team workload to achieve team goals & meet deadlines
* Training, development & management of team & direct reports

Key Achievements:

* Growth of Woolworths non chart share by 3.5 % points 2007/2008
* Successful planning, development & launch of Woolworths Cheap Chart & processes which delivered an additional 30k unit sales per week
* Successful planning, development & launch of Woolworths Price Crash promotions delivering over 2m unit sales 2007/2008
* Positioning Woolworths as the leading music promotions retailer through negotiation of exclusive ranges, titles & market leading offers
* Project management, creation & development of promotional returns process
* Successful negotiation of terms improvements delivering savings of over 20% yr on yr
* Growth of Tesco non chart share by 2.5% points 2005
* Successful creation & launch of Tesco Price Blitz, delivering their biggest ever non chart share
* Exit route identification & market valuation of all EUK music stock for markdown budgeting & over stock exit
* Training & development off all new team members following the T.H.E / Sainsburys & Handleman /ASDA integrations

**HMV UK LTD - Oct 1996-July 2002**

**Assistant Manager - St Albans, Kingston, Ealing Broadway & Fulham Broadway Stores**

Key responsibilities:

* Ensuring customer service, housekeeping & merchandising standards are met to maximise sales & exploit commercial opportunities
* Promoting team working, improving morale & the continual motivation of the staff
* Recruitment, training, development & organisation of 15+ members of staff
* Meeting sales & stock targets, monitoring costs & improving margin
* Analysis of the P&L to ensure that Key Performance Indicators were met
* Analysing sales trends & monitoring buying decisions
* Maintaining clear lines of communication both to higher management & staff
* Managing stock through effective monitoring of returns, markdown allowance & buying

**ROUND SOUNDS - Oct 1993-Oct 1996

Assistant Manager - Burgess Hill Store**

Key Assistant Manager Responsibilities:

* Buyer for new release, catalogue, range and promotional titles
* Managing stock flow and inventory, ensuring delivery of availability and returns targets
* Store management of cash flow, staff members and operational requirements

**EDUCATION/QUALIFICATIONS**

1992-93 Lewes Tertiary College, Lewes

Studied Film studies, Media studies & English Literature at A level.

Gained computer literacy qualification – RSA1

1986-91 Warden Park School, Cuckfield

Passed 8 GCSE subjects – Grades A-C

**TRAINING & COURSES ATTENDED**

* The complete skilled negotiator
* Presentation skills
* Range Management
* Effective leadership
* Understanding finance
* Recruitment & development

**INTERESTS**

I enjoy collecting music & regularly attend record fairs. I also enjoy DJ’ing, reading & film.

**REFERENCES AVAILABLE UPON REQUEST**