



Profile:

Business sales professional working primarily in the visual/agency sector with strong academic links to photography. I have worked for a number of years with one large multinational in a number of different customer service and sales roles.

Working as an Account Manager I learnt the benefit of getting to know clients thoroughly. My ability to form close professional relationships and develop my expertise in a range of sectors allowed me to build new B2B rapidly. Creative teams came to rely on my advice for specific queries regarding rights, copyright and clearance.

Roles:

Getty Images International (UK) 2018 -2023.

- Account Manager - 1 year and 10 months (broadcast).
- Senior Sales Associate - 1 year and 5 months (publishing and agency).
- Account Executive (maternity cover) – 4 months (agency and corporate).
- Sales Associate – 11 Months.
- Customer Service Associate – 1 year and 4 months (working as a Sales Associate for 4 months of this time).

Key Responsibilities & Achievements:

- Held the position of Sales Associate within the first year of employment.
- First role in the UK dedicated to unassigned inbound sales and also providing new business opportunities to Account Executives.
- Key revenue targets (while an Account Manager) of £1.2 millions per quarter, which were always been exceeded.
- Responsible to train core service team on new business opportunity discovery and product training.
- Agreeing preferred rates for new business with a-la-carte purchases and also renegotiating legacy rates with existing unassigned business.
- Providing product solutions for broadcast, publishers, agency, sport and corporate clients.

- Negotiating subscriptions for smaller businesses with unique output needs, app & tablet, teaching programs, syndication for other providers under the same company.
- Targets of £250,000 per quarter (while a Senior Sales Associate) met via the ability to hunt for new business.
- Nelson Mandela Exhibition (world-wide travelling exhibition) sole responsibility for licensing BBC and ITN material along with a host of archive content for this major international exhibition. Licensing all commercial marketing and advertising for several agencies which brought in over £40,000 through one project.
- Worked on a number of high profile Netflix, BBC and Amazon documentaries, providing large tailored business solutions across multi-title production companies with different rights levels.

Photography Awards:

British Journal of Photography Breakthrough Winner (2017).

University of East London Deans Award (2017).

My final year project was based around migration into Europe, this culminated in me travelling to several refugee camps in France, Italy and Greece. Living and observing the lives of refugees and economic migrants while also relating this to the feeling within the UK at the time when migration was a huge political issue being noted in the run up to the 2016 referendum and finding a discourse in narrative.

Education:

University of East London (2014-2017).

BA Hons Photography (First Class).

Kingston Art College (2008-2009).

HNC - Photography.

Richmond Upon Thames College (2005-2006).

BTEC Foundations - Sport Science and Exercise, Sport and Fitness - Merit.

BTEC National Diploma - Exercise, Sport and Fitness - Merit.

