

Ian Ternship

Personal Details

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Date of Birth: 27th May 1982

Education and Qualifications

2003-2007 Newcastle University Business School – 2:1 in Management Science BSc (Hons)
Final year average: 67%

- **Modules studied include:** Personal Effectiveness; Brand Management; Sales Management; Consumer Behaviour; Marketing Communications; Business Information Management; Applications of Management Science; Enterprise Information Systems; Strategic Information Management; Strategic Management; E-Commerce; Business Planning for New Ventures.
- **Diploma of Professional Studies** awarded after completing 12 month placement with Bendralon.

1995-2002 Worcester School

A-levels: Business Studies A, History B, Design and Technology B and General Studies B.
AS Levels: Politics B
GCSES: 10 Subjects grades A – C; including English Language A, English Literature A, Design and Technology A*, and Maths B

Work Experience

2006-Present Pet World Magazine: Editorial Assistant Summer 2006

I proof-read articles, organised meetings between the editor and freelance journalists, photocopied documents and created a new filing system. The job lasted two months and taught me the importance of flexibility and tact.

2005-2006 Bendralon, Worcester – System Technical Support

As part of my degree course I spent 12 months on an industrial placement with Bendralon in the Server Department. I was in a support role for the sales team working across the UK; acting as a liaison between them and the technical specialists, constructing technical quotes for clients, and generally assisting the sales team where required. Working in a virtual team meant that I had to quickly adapt and become comfortable in an environment with little face-to-face contact, and communicating on a regular basis with people I had never met. The role gave me invaluable experience and an insight into the world of a huge multinational and the skills and knowledge learnt significantly aided me in my final year at University.

2004 Grafton Associates, Worcester – QA Technician

During the summer of 2004 I was employed by Grafton Technology Solutions as a Quality Assurance Technician. This role involved the constant testing of their latest video games, and required excellent communication skills with the programmers, both verbally and through e-mail. As a department we were under constant pressure to meet deadlines whilst ensuring the highest quality remained within the software. The role carried a high level of personal responsibility, something I found particularly appealing; and was a large motivating factor.

Business and Work related skills

- I have a high level of computer literacy and experience working with information technology. During my placement with Bendralon, I developed a high knowledge of servers and hardware; and continued the development of my knowledge of a range of Microsoft packages, including Word, Excel and Access. I have also used Microsoft VBA for basic programming; and Microsoft FrontPage to develop a website as part of a piece of degree coursework. I also have a some experience of Adobe PhotoShop.
- I am a competent presenter and public speaker, and during my placement, degree studies and through my work at Pet World Magazine; have presented in a number of different situations to varying audiences. This includes a new business pitch and Q&A session in front of a panel of 8 judges which won us the a new contract with a pet website.
- Through my employment experience and degree studies, I believe I have become accustomed to working under pressure and meeting deadlines; working in both team and individual scenarios. I now feel equally confident in my ability to work within a team environment, or individually, as a when required.
- I believe I am a creative and innovative individual, and relish the opportunity to raise and develop new ideas and opportunities. My articulate nature and attention to detail means that I set myself very high standards in everything I do.

Travel and other interests

- I am a keen traveller, and after my A-levels, I partook in a gap-year and spent 7 months helping to build a school in South Africa. I financed this trip myself, through employment during my A-Levels and some work carried out in prior to leaving. I have since made a return visit to the country, spent New Year 2006 in New York, and have travelled to various parts of Europe during my time at University.
- I feel my travels have given me a greater outlook on life through sampling the different cultures and meeting new people from around the world. I believe that my travelling has improved not just my organisational and communication skills, but has put me in a strong position when it comes to dealing with unknown situations or scenarios.
- I was elected by my peers onto my Hall of Residence Committee whilst at University, a role which involved organising the social side of the hall, and acting as a link between the hall's residents and the Warden. My role also included representing my hall at monthly Campus Watch and Residential meetings.
- I am a keen actor and musician and have performed in concerts and plays. At school I took the lead role in both the Christmas adaptation of A Christmas Carol. I also played rugby and cricket 2nd XV and XI respectively. These roles taught me valuable organisational and team-work skills, both on and off the pitch. I have represented my Hall at University in various sports, including captaining of the Hall Football team for two seasons.
- I have obtained the Community Sports Leadership Award, which involved working with children from local primary schools, designing games for them to participate in.
- My GCSE Design and Technology project was entered into the Young Engineers for Britain Award, held at the Millennium Dome; and I was also awarded a prize by the Rotary Club for my project.

References

Dr. Steve Foabes
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