

# Curriculum Vitae

## ***Personal Details:***

Name: Ian Robert Cousins BSc (Hons)  
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Nationality: British  
Date of Birth: 04/10/1959  
Marital States: Married  
Children: 2 Girls  
Driving Licence: Full 27 years, No Convictions, No Penalty Points

## **Skills**

My skills in Multimedia are manifold. I enjoy all aspects of Graphic Design being more than familiar with packages such as Adobe Photoshop & Elements, Corel Draw and Macromedia Fireworks.

For Web Site creation I favour Macromedia Dreamweaver.

Although the above is a list of the packages I have used most I enjoy the challenge of learning new and innovative packages to assist in my productivity.

In addition to my Degree I have completed my ECDL (European Computer Driving Licence) and have in the past used products such as Microsoft Word, Excel, Powerpoint and Project extensively. I have also gained a good working knowledge of Microsoft Access for database using this to create database driven web sites. I also have a working knowledge of Microsoft Project which I have used to keep track of my projects.

Other skills developed over the years are an in depth knowledge of electronic systems and their design, a good understanding of the needs of a business and an intimate knowledge of both retail and direct selling with some 23 years of exposure to the customer - end user.

### ***Education Summary:***

Secondary School in Glasgow to 'O' Level standard

Glasgow Cardonald College, Plumbing Course

Glasgow Nautical College, HNC Marine Electrical & Electronic Engineering.

Glasgow Nautical College, Dti Marine Radar Maintenance Certificate

Aberdeen College, ECDL (European Computer Driving Licence)

Aberdeen College, HNC Business Enterprise

Glasgow Langside College, HND Multimedia Computing & Web Development

University of the West of Scotland, BSc (Hons)

University of the West of Scotland MPhil/PhD second year

### ***Additional Certification:***

Employment related certificates for completion of specific disciplines.

TAG Safe driving course

### ***Education in Detail:***

#### **Glasgow, Penilee:**

Secondary School to 'O' Level standard

#### **Glasgow, Cardonald College:**

1975 Completed Plumbing Course

#### **Glasgow, Nautical College:**

1987/89 Completed HNC in Marine Electrical & Electronic Engineering.

First Year studies included the successful completion of 26 related Scotvec Modules. (Details available on request)

Second Year studies include the successful completion of five level IV and three level V examinations and approximately 150 hours live equipment, logical fault finding to component level.

Received First Prize for achievement.

1989/90 Completed Dti Marine Radar Maintenance Certificate along with 300 hours live equipment, logical fault finding to component level.

1989/90 Completed a further six level V and one part level V examinations and approximately 150 hours live equipment, logical fault finding to component level. (Details available on request)

Received First Prize for achievement.

### **Aberdeen College:**

2003/04 ECDL (European Computer Driving Licence)

2002/04 HNC Business Enterprise comprising 12 HN units including subjects such as Entrepreneurial Skills, Entrepreneurism, Developing a Business Plan, New Product Innovation and many more. (Details available on request)

### **Glasgow, Langside College:**

2004/06 HND Multimedia Computing & Web Development.

Obtained in the first year 15 related HN Units on subject such as Web Development, Multimedia Graphics, Interface Design-Authoring, Multimedia Technology, Information Technology, Computer Animation, Audio & Video, Software Development and various projects.

Received Prize for achievement.

Obtained in the second year 15 related HN units on subjects such as Advanced IT Applications including Relational Databases, Project Management, Web Server Management, Human Computer Interface Design and Implementation, 3D Animation, Professional & Legal issues relating to the development of Web Based Applications, Second Year Graded Project - Producing Database Driven Web Site for Client, Software Development using ASP Active Server Pages, Scripting using Director Lingo and Internet Web Technology and Security.

### **University of the West of Scotland:**

2006/08 BSc (Hons) Multimedia Technology.

Year three included Multimedia Development, Web Site Development, Professional and Ethical issues in Computing, Audio Visual Integration, Interactive Multimedia, Internet Scripting, Multimedia Design Project III and Design Management and Marketing.

Year four included Learning Technologies, Computer Animation, Server Side Systems, Networked Multimedia, Dynamic Web Technologies, Collaborative Virtual Environments and Multimedia Honours Project.

Awarded First Class Honours  
Awarded Prize for Best Multimedia Honours Project  
Awarded Court Medal

2008 to date MPhil/PhD.

Higher Degree by Research in the area of "Applying Interpretive Systems Concepts in the Design and Development of a Constructivist Learning Environment in Order to Enhance Special Needs Learning".

### ***Career Summary:***

3 Years, last employment working in System Design and Estimating of various Communication and Security disciplines.

8½ Years Technical Sales Engineer, selling a wide range of Communication and Security Systems. Achieving in excess of 100% of target for most of those years.

11½ Years retail selling within the Motor Trade Aftermarket. I progressed to Assistant Manager at one of Glasgow's leading stores, playing an important role in establishing the business.

Throughout my career to date, my success can be attributed to the ease with which I establish effective working relationships at all levels and I have proved particularly skilled at coping with customers and clients at all levels.

I respond readily to a challenge, as can be seen from my past results, and in all precious appointments have helped to better the growth and efficiency of the company.

### ***Career in Detail:***

#### **1998-2003 Blick UK Ltd.**

A company specialising in the Manufacture Supply and Installation of a wide range of Electronic Communication and Security Solutions.

#### **System Design & Estimation**

I was responsible for the system design and project estimation for the Scottish operation of Blick UK Ltd. Creating designs for Radio Paging & DECT Communication Systems, Security Closed Circuit Television Systems, and Access Control Systems working with District Councils and Architects at all levels.

### **1990-1998 Blick UK Ltd.**

A company specialising in the Manufacture Supply and Installation of a wide range of Electronic Communication and Security Solutions.

Technical Sales Engineer

Responsible for handling business in Scotland primarily in the field of Radio Communications but also bleeding into other product sectors such as CCTV, Access Control, Nurse Call and Fire Alarm Systems. Dealing direct with the end-user or via Local Authorities and Architects.

### **1979-1987 Fourwheels Motor Spares Ltd.**

A motor component and accessory store selling to both trade & retail.

Assistant Manager

I was responsible for all aspects of the shops control day to day management including tasking and control of sales staff, liaison with customers, merchandising and promotions, stock control, banking and financial management and purchasing. In this last mentioned area, extending the shops range of goods to meet customer requirements.

### **1976-1979 Various Motor Retail Outlets.**

A motor component and accessory store selling to both trade & retail.

Sales Assistant

On leaving school working for organisations such as Halfords gaining the basic understanding of the retail environment such as liaison with customers, merchandising and promotions and stock control, being part of successful teams increasing turnover by 250%.

### ***Objectives:***

Although presently involved in research for my MPhil/PhD at university I wish, as soon as possible, to find a position within an organisation who are both innovative and on the move. I feel I would be best suited for a company looking for self-starters as I have proved myself capable in previous positions in this regard.

I am sure that I would soon be an asset to any organisation for whom I work. I see myself within a short period in a position of management and am willing to expend the needed energy to achieve this.

Availability: Immediate  
Salary: Negotiable  
References: On Request