



## Hugh Alexander Jackman

Date of Birth                      25 November 1962 (47 Years)  
Nationality                        British  
Driving license                  Full, Current and clean  
Marital                              Married – No dependants

### **PERSONAL PROFILE**

Hugh Jackman is a born communicator, historically, working in sales for various professional organisations. He eventually found his true vocation in media. Hugh is now frequently seen and heard presenting radio and TV programs through various TV and Radio networks. Hugh also has a passion for all things I.T, which led to the formation of his own Media design company which he ran for several years. Hugh is outgoing and vibrant in personality, and it should be noted that he is a deeply committed Christian.

**SOFTWARE FLUENCY:** (Selection) Microsoft Office Suite, PowerPoint, Outlook (Databasing) FTP, Adobe CS3 suite inc: Premier, Photoshop, Image ready, After effects DreamWeaver, Flash, Acrobat, Swish, HTML, CSS, Java, .Php and many more.

### **COURSES AND TRAINING**

|                                      |                  |      |
|--------------------------------------|------------------|------|
| Time Management                      | TM International | 2001 |
| Negotiation /Customer Transition     | Target STI       | 1999 |
| Business Sales Writing               | Target STI       | 1999 |
| Advanced Sales / Body Language       | Pragmatica       | 1997 |
| Advanced Media Presentations         | Cisco Systems    | 2002 |
| Cisco Sales Specialist Certification | Cisco Systems    | 2002 |
| Management & Delegation Skills       | TECHMAR UK       | 2002 |
| Train the Trainer Degree             | TECHMAR UK       | 1989 |

### **MEDIA QUALIFICATIONS**

|                              |              |      |
|------------------------------|--------------|------|
| Web Design Certificate       | PTI Training | 2000 |
| Broadcast Media Certificate  | CWI          | 2003 |
| Studio Production & Lighting | CWI          | 2005 |

### **EDUCATION**

1973 – 1979    St. Bonaventure's School, Forest Gate  
English language, Mathematics, Physics, Biology, Chemistry, and RE. CSE Passes

### **ADDITIONAL INFO – TV PRESENTING**

Hugh is also a part time TV presenter, working in various markets, for more information about this, please visit [www.hughjackman.org.uk](http://www.hughjackman.org.uk)

## **CAREER HIGHLIGHTS**

Jan 2003 – Present

**Hugh Jackman Consultants**

**Director**

Formerly Creative Word Initiatives Ltd. Began as a complete design partnership, handling Television post production and design, Corporate Design, Websites and 2D/3D developments, Hugh managed the entire sales process, as well as being the design originator, coder and project leader. The sales process involved making initial client contact, selling the entire range of services, designing solutions, presenting solutions, closing the sale and finally overseeing the final delivery of the solution. Hugh has successfully managed this process for the past three years, however, changes to CWI's core market have steadily eroded it's profit margins, consequently, the company will cease trading shortly.

Feb 2001 – Jan 2003

**CISCO SYSTEMS**

**Telemarketing Manager**

During this time also he was engaged by Cisco Systems who were breaking into IPTV and IP telephony. Hugh had a varying role which included the management of the UK Inside Sales Business Development Team of ISAM's, (Inside Sales Account Managers), and BDR's, Business Development Representatives. Reporting to Cisco Commercial field Sales Dept., and Commercial Inside Sales Director. Job functions include: Interviewing, Hiring, Disciplinary Procedures, Training & Personal Development, Sales Coaching and Reporting. This was a co-sourced contract through TECHMAR UK Limited.

Nov 1996 – Feb 2001

**FREELANCE**

**Web Designer**

During his time in TV sales, Hugh saw the huge developing potential of the internet and made a decision to re-train himself. Investing in several books and courses, within three months of doing so, he was being paid to write simple HTML websites. As the web industry grew, this was to become a key factor in the development of CWI Limited.

## **TV INDUSTRY EXPERIENCE**

Aug 1995 – Dec 1996

**THE CHRISTIAN CHANNEL EUROPE:**

**Sales & Marketing Manager:**

The timely launch of CCE (now known as **GOD TV**) was the next step for Hugh, having gained experience and recognition with BET. Hugh was employed directly by FOUNDERS **Rory and Wendy**

**Alec** to help launch the station to Cable Affiliates nationwide. Within eight months of Hugh's joining CCE, the station was being received in more than One Million homes!

Feb 1994 – Sept 1995

**BET (INTERNATIONAL):**

## **Affiliate Sales & Marketing Manager:**

Originally, Hugh joined this company originally called **Identity TV**, which was the first URBAN Entertainment Television station to be broadcast in the UK. Hugh's background with AH&B made him the obvious choice for BET, where he gained knowledge and experience in the areas of corporate TV structures, TV Advertising and Airtime Sales, TV Sponsorships and Cable Affiliate Marketing. Hugh stayed with BETi until its subsequent demise in late 1995, when it was superseded by BET on Jazz. BET carried a unique mix of ethnic and religious programming.

## **PRINT MEDIA EXPERIENCE RESUME**

JAN 1984 - JAN 1994 (*Print Media Compressed*)

### **THE OBSERVER NEWSPAPER (NATIONAL):**

**Advertising Sales Executive:**

**HAWKER CONSUMER PUBLICATIONS:**

**The AH&B Show:**

**YELLOW PAGES SALES LIMITED**

**Advertising Manager**

**Advertising Sales Director**

**TELEPHONE SALES REPRESENTATIVE**

Hugh's formative years were spent in the employ of three major organisations, beginning with the National Observer, where Hugh received basic Sales training and went on to become an in-house sales record breaker. He went on to become the Advertising Manager of Black Beauty & Hair Magazine. From this position, he rose to the pinnacle achievement of becoming one of the founders of the acclaimed Afro Hair & Beauty Show, (Europe's Second largest Hair and Beauty Trade show.) Hugh handled sales in excess of £500,000 per event, for three years, (Exhibition Space and Printed Media). The events were considered, within the Industry as landmark career achievements for Hugh. When the show changed ownership, Hugh left the industry and returned to Business to Business sales with YPSL. An organisation highly noted for its sales training.

## **CONTACT DETAILS**

HUGH ALEXANDER JACKMAN

43 HATFIELD CLOSE

WELLINGBOROUGH

NORTHANTS

NN8 3FF

TEL +44 (0) 1933 426 354

MOB +44 (0) 7817 557129

Email: jackmanconsultants@gmail.com