

ANDY McDONALD

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CREATIVE & RESULTS-DRIVEN PROFESSIONAL

Target: *Operations Management / Account Management / General Business Management / Process Design*

Enthusiastic 'go-getter' with broad and rich experience encompassing operations management, account management, and general business management with a strong process-focused background. Entrepreneurial spirit, founder of a successful events management and digital media company, which preceded current success at Northern Ireland Science Park; recently achieved completion of a £12.1m project. Passion for building relationships and a community within the knowledge sector in the Science and Technology space. Six time Irish National Barefoot Waterski Champion with an accolade of international experiences and readiness to be the next game changer.

AREAS OF EXPERTISE

- Project Management
- Account Management
- Savvy Negotiation
- Event Management
- Business Development / Processes
- Marketing Communications
- P&L / Budgeting / Procurement
- Networking & Client Relations
- Driving Operational Efficiency
- Policy Design & Implementation
- IT Infrastructure Development
- Creative Problem Resolution

EXPERIENCE & RESULTS

NORTHERN IRELAND SCIENCE PARK | Belfast

2012-Present

Business Development Manager (2013-Present)

- Leverage stellar planning skills to manage and drive success of the North West Regional Science Park Project (a £12m EU investment across 2 sites, Derry~Londonderry and Letterkenny).
- Secure new tenants (local and FDI) and function as liaison for existing tenants to promptly resolve concerns.
- Manage marketing and communications budget and identify cost containment opportunities.
- Procure new suppliers and manage existing accounts; foster and maintain positive relationships with vendors.
- Support executive directors in implementation of strategic plans to increase program growth.
- Organise and manage a number of NI Science Park events.
- Promote Business Angel Investment in Northern Ireland and cross border (through Halo NI).
- Promote the Knowledge Economy in Northern Ireland (through NISP CONNECT).

Digital Communications Coordinator (2012-2013)

- Championed program goals by coordinating Graphic Design, Web Design & Development, Film & Production, Printing, and Social Media Marketing for Northern Ireland Science Park Property, NISP CONNECT, Northern Ireland Science Park Trust and Halo Business Angels. Responsibilities included tender writing and account management.
- Primary media contact for 115 tenant companies at the Northern Ireland Science Park (approx 2000 employees).
- Engaged with public relations firm as direct media point of contact.
- Contributed to organisation, management, and overall success of social / business event at the Northern Ireland Science Park and Titanic's Dock & Pump-House.

HQ180 - DIGITAL MEDIA AGENCY | Belfast

2010-2012

Managing Director

- Pursued and secured new business and project managed the design and development team to achieve successful project completion.
- Worked with a number of N.I. and international clients, such as Macnaughton Blair, Titanic's Dock & Pump-House, The Northern Ireland Science Park, The International Waterski Federation and formally V.L.P.G.O (now <http://www.go15.org>, Top 17 World largest Power Grids supplier).

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- Excelled in managing administrative functions, including: general business management, bookkeeping, P&L accounts, invoicing, tender writing, and marketing communications.

IRISH WATERSKI FEDERATION | Across Ireland / N. Ireland

2009-2011

Northern Ireland Chairman

- Liaise with Sport NI and the Irish Sports Council regarding grant funding, sport progression, and athlete reporting.
- Primary point of contact for Waterski and Wakeboarding in Northern Ireland Committee member of the IrishWWF and granted voting rights for all IrishWWF operations both nationally and internationally.
- Demonstrated ability to deliver engaging public presentations.
- Performed annual reporting at the IrishWWF Annual General Meeting.

NIVHA LABORATORY SERVICES LTD | Belfast

2003-2010

IT Consultant / Web Project Manager

- Delivered trusted and knowledgeable IT guidance and consulting, which include managing current technology hardware and developing an online results management system for company's client to login and view results.

MASTERCRAFT IRELAND | Lisburn

2005-2009

Web Designer

- Employed creativity and broad based talents to provide full time web design and development services as well as IT support for University Placement.

FLUID EVENTS COMPANY | Northern Ireland

2007-2009

Founder and Marketing Director

- Launched and managed all aspects of business, including: event marketing and promotion, creative web/print design and development, event management, and media communications.
- Established business as a community interest company to access EU and local governing body funding to run a series of family festival across Northern Ireland, particularly the very successful 'Waterways Ireland Riverfest' and 'Waterways Ireland Loughfest' which attracted up to 30,000 people over each weekend.

EDUCATION

Bachelor of Science - Interactive Multimedia Design, 2008
University of Ulster Jordanstown
Second Class (with Honours)

Level 5 Certification: Project Management Fundamentals, 2014
Institute of Leadership and Management | Belfast

Extended Diploma: Leadership and Management, 2015
Institute of Leadership and Management | Belfast

ACCOMPLISHMENTS & INTERESTS

Music (60's/70's Blues, Soul, Folk - Preferably on Vinyl), Waterskiing, Land Rovers, Classic Cars, Tinkering
Future Emerging Technologies Building a Tech Community Start-Up

PERSONAL INFORMATION

DOB: 24/05/86 | Moving to Edinburgh in Oct /Nov 15 | Visited 23 countries, lived in 4