

Henry Dalziel

Home Address:

123 Marlborough Court
61 Walton Street
London SW3 2JZ

Work Permits:

EU and Japan, (UAE Residency)

Date of Birth: April 16 1976

Qualifications:

MSc Marketing Management (Aston Business School)
MA Classics (Edinburgh University)

Languages:

English (native) Italian (fluent) French (strong)

Contact:

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A seasoned educator and course director with a unique understanding and knowledge of the professional education market in the UK. Particular expertise in being able to develop, manage and deliver professional and academic qualifications by remote study throughout the world.

Applying for a position to seek employment as an English teacher.

Additional experience in finance, sales and marketing in New York, United Kingdom and the United Arab Emirates. In summary, a decade of experience in customer/student growth and retention. Strong IT, SEM, SEO, social media and traditional marketing skills.

March 2008 - today

LSM Online lsmonline.com

London

Online Course Director

(Professional education studied via distance learning – part of the London School of Marketing)

- ❖ Head of online courses for an accredited business school in London, (offering CIM, CIMA, ABE, ABP, CMI, AAT, ACCA and CFA qualifications to working professionals worldwide).
- ❖ Developed and implemented processes to assist academic staff support distance learning students resulting in an increase in student course satisfaction year-on-year.
- ❖ Responsible for the launch of the school including overseeing the website architecture along with all processes, (both on server and client sides).
- ❖ Helped create, and continue to improve, the academic infrastructure required to support distance learning students around the world with a team of 20 tutors, study materials and administrative staff.
- ❖ 100% success rate with securing accreditation from every awarding body applied for.
- ❖ Responsible for ensuring that the school adheres to the terms of our agreements with the various awarding bodies, including compliance and student grievance policies etc.
- ❖ Implemented an SEO and SEM strategy including tests to detect the effectiveness of our search engine optimisation methodology.
- ❖ Developed and designed processes to ensure efficient and effective constant contact with our student population using a mix of particular software.
- ❖ Organise training events for our academic and admission staff.
- ❖ Manage all admissions, enquiries, student enrolments, re-enrolments and orientation conference calls.

Jan 2007 - March 2008

London School of Marketing londonchoolofmarketing.com

London

Operations Executive

(the UK's largest marketing school)

- ❖ Responsible for ensuring international students submit authentic and correct supporting documents when applying or extending a Tier 4 student visa.
- ❖ Interviewed, assessed and enrolled hundreds of students and managed their enquiries post enrollment.
- ❖ From January 2007 to March 2008 student admissions grew by 25%, year-on-year.
- ❖ Responsible for liaising with the lecture team and ensuring they receive necessary support.

June 2002 - Jan 2007

Medical Health Online [on request](#)

London + Dubai

Operations and Sales

(Start-up, entrepreneurial online health site)

- ❖ Involved with a successful start-up and instrumental in maturing the business.
- ❖ Managed and developed a logistics chain to ensure correct order completions.
- ❖ In-depth understanding of pharmaceutical law with particular reference to selling medications online.
- ❖ Helped to establish a presence in Dubai to allow the business to maximise profit.

June 1999 - June 2002

Lepercq, de Neuflyze & Co. lepercq.com

New York

Analyst and Operations

(Private French-US Investment Bank)

- ❖ Researched listed companies using market forecasting techniques.
- ❖ Collaborated with various teams to identify growth opportunities for key clients.
- ❖ Helped with general office administration and assisted with executing trades.