



Tom Gemmell



GAME DESIGN,
MARKETING, SALES

WORK EXPERIENCE



Managing Director/Owner
Moon Shave Ltd, Suffolk, UK, a popular online electric shaver brand.

April 2022 to present (1 year, 2 months)

- Successfully scaled the business through strategic implementation of new products, marketing initiatives, and a new support system
- Generated £60,483 in revenue and £13,258 in net profit
- I Lead a team of 5 individuals Daily. Personally, I oversee marketing, support, fulfilment, sales, stock ordering, trade deals, product design.

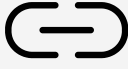


Sales Assistant
Currys PC World

Feb 2020 to May 2022 (2 years, 3 months)

- Demonstrated expertise in sales, consistently achieving top sales performance awards through upselling and closing deals
- Trained staff on effective sales techniques, enhancing conversion rates
- Utilized strong communication and marketing skills to engage customers and drive sales

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 **Click here for my portfolio**

BROUD SKILLS
E-Commerce Management
Social Media Marketing
In-Person and Online Sales

OTHER VENTURES
Marketing Manager,
Elemental Glyph Studio LTD.
Indie game studio launching Quick Smith soon!
• I design and create all promotional material.
• Organic marketing and lead generation

EDUCATION HISTORY

Bachelor of Arts with Honors in Games Design (Ongoing)

University of Suffolk | Graduate 2023

- Gained valuable knowledge in game design principles, psychology, and coding
- Developed expertise in color theory, composition, and storytelling for effective marketing materials
- Demonstrated leadership skills in leading a team project and meeting deadlines without compromising quality

Access to HE: Computing and Technology – Distinction

Suffolk New College | Graduate 2020

- Obtained an 'Access to Higher Education Diploma' to pursue a career in video game design
- Enhanced mechanical knowledge and introduced to software and coding systems (Python, C#, and C++)

ACTIVITIES

- CAD 3D modeling and 3D printing
- Long-form documentary enthusiast, covering a wide range of topics
- Comedy analysis and refining sets for the perfect laugh
- Avid gamer and researcher of hidden game references

SKILLS

- Strong understanding of business and entrepreneurship methodologies
- Excellent communication skills, both written and verbal
- Expertise in sales and persuasive messaging
- Proficient in project management, balancing multiple responsibilities, and meeting deadlines
- Broad knowledge of the video game sector, including trends and market insights
- Creative mindset and ability to develop innovative marketing strategies
- Leadership skills and team management experience
- Proficient in computer and IT skills
- Detail-oriented with excellent organizational abilities
- Resilient and calm under pressure, with the ability to adapt and problem-solve

PERSONAL STATEMENT

Throughout my life, I have maintained an unwavering optimism and a positive outlook, even in the face of adversity. One significant challenge that truly tested my resilience was a major car accident I experienced in January 2017. The accident resulted in numerous injuries, including fractures to 15 bones, such as my spine, pelvis, shoulder, and leg. As a result, I found myself bedridden for five months and embarked on a long journey of physical and emotional recovery.

This experience taught me valuable lessons about the power of resilience, self-drive, and finding the light in every situation. I had to relearn how to walk and underwent several surgeries, totaling over 60 hours. Despite the arduous process, I never lost sight of my determination to overcome the obstacles and regain my strength.

The journey of recovery has instilled in me a deep appreciation for life and a profound desire to make each day the best it can be. I approach every challenge with a renewed sense of purpose and a drive to achieve personal and professional success. This unwavering positivity has become an integral part of my character, and I believe it contributes significantly to my ability to uplift others.

In any social environment, I naturally gravitate towards being the person others can rely on for support, a listening ear, or simply a source of laughter and positivity. My innate ability to connect with people and lift their spirits makes me an approachable and engaging team member. I understand the importance of fostering a positive and inclusive atmosphere, where everyone feels valued and motivated to contribute their best.

By bringing this positive mindset and uplifting presence to the workplace, I strive to create an environment that inspires collaboration, creativity, and collective growth. I firmly believe that maintaining a positive outlook, even in the face of challenges, is crucial not only for personal well-being but also for the success of any team or organization.