

Personal Details

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Qualifications

CIPD : Trainers Toolkit
LRQA : ISO9000:2000 Series Appreciation and Interpretation
NQA : QMS Internal Auditor
NQA : QMS Lead Auditor

Degree : BSc Hons Geography with Applicable Mathematics
A-Levels/GCSEs : 3 A-levels and 10 GCSEs

Career History

Secarma Limited

July 2012 – June 2014

Head of Sales

Secarma Ltd is a separate legal entity to UKFast, but I was still employed by UKFast.

With security as a personal passion, I was tasked to create a completely new spin-out company to UKFast.net – Secarma Limited, which wholly focussed on securing client's solutions. My roles included managing the project, building the product portfolio and generating a revenue stream. Working with only one technical and one marketing person, I managed the creation of the website, wrote content, and created products that are now the stable platform with which Secarma is growing. This work has seen Secarma on the BBC more than once and I have presented at the Cyber Security Summit. The role was exceptionally challenging in itself and I also retained responsibilities back with UKFast for their ISO and PAS2060 work. During the first year, I created over 40k sales from a standing start with no marketing budget and no Google ad-words. With a new member on the team, I was able to expand the Penetration Testing services during the second year which grew the business more rapidly.

UKFast.net Limited

January 2012 – September 2012

Director of Datacentres

During one of my engagements as Head of Special Projects, I was brought in to assist the completion of a datacentre build. Due to my success in project management, I was promoted to Director of Datacentres and given the task of completion of the first datacentre construction as well as populating it with servers and infrastructure. Additionally, I was given the design and build of the next 3 datacentres where I engaged 3 new suppliers and negotiated this down to a preferred supplier. At the completion of this role, we had a fully functioning and populated first datacentre and the design chosen for the new datacentres was the final build.

September 2010 – January 2012

Head of Special Projects

During this role, I was given various projects to deliver including, but not limited to:

- Induction training creation
- Training Delivery
- Coach/Mentor
- Hosting Sales (both cloud and dedicated servers)
- Lead Generation Manager
- Project Initiation
- Product Development
- ISO co-ordinator for ISO14001 and ISO27001
- Carbon Neutrality via PAS2060

With such a varied role, I was mainly responsible to the Managing Director with occasional roles reporting to the Technical Director. The role was an immense challenge with new concepts being passed my way with which I had little or no previous experience, but, with my quick thinking and a 'can-do' attitude to face the intensive learning curve, my successes were rewarded with *Employee of the Year* for 2011.

NCC Group Plc

November 2008 – September 2010

Quality Manager

My role as Quality Manager expanded to cover all UK offices and scope for future growth into the European and other international offices. Managing a team of 5 people, I oversaw all areas of NCC Group and reported directly to the Board. Alongside this role, I remained responsible for induction training. I led NCC Group through re-certification and the company passed with no non-conformities across all business units.

April 2008 – November 2008

Business Development and Quality Manager

Alongside the training role, I was made Quality Manager for the Head Office with direct responsibility to the CEO on all matters regards to the ongoing accreditation in ISO9001.

July 2005 – April 2008

Business Development

I was responsible to creating a full induction programme for all sales personnel coming into NCC Group. This not only covered the basics about the business but also core sales tactics and strategies. With over 280 people trained, I was also made responsible for training the global teams from the offices in the US and Germany.

February 2003 – July 2005

Internal Account Manager

My role was to sell technology Escrow solutions to a variety of own-sourced companies. By intelligently picking markets and clients, I was able to successfully achieve targets. My skill as a researcher meant that I was able to spot emerging markets and work niche areas thus driving sales.