

Joanna Jones

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EDUCATION

University of Cardiff, September 2008 - Present

BA Ancient History - First Year: 2:1, Second Year: 2:1

Godolphin School, 2002 - 2008

A Levels - A Levels – History - grade A, French - grade A, English Literature - grade B

EMPLOYMENT HISTORY

AON Private Clients, London

Fine Art Broking June - August 2011

Assistant

Research a prospective Fine Art client and supported the client pitch. We won the business, bringing £10,000 commission to AON.

Handled the placing of £75,000 of Fine Art renewal business. I attained price decreases on 80% of my renewals.

Managed 14 clients for AON Private Clients and cross sold specialist car insurance to 2 clients.

Worked on an extended wording for Ultra High Net Worth Fine Art clients, looking at the needs of our clients and carrying out market and competitor analysis.

Sunsail

Senior Sailing Instructor

June - September 2009, June - September 2010

Organised sailing programs for both experienced sailors and beginners. The programs were a combination of theory and practical based learning, with group sessions and one-to-one tuition.

Managed a team of 6 sailing instructors, organising their weekly duties and teaching courses.

Built successful relationships with clients in Greece in 2009, which resulted in those same clients, who also holidayed in Turkey the following year, purchasing further sailing courses.

LEADERSHIP ACTIVITIES

University of Cardiff Sailing Club

Club Captain May 2011 - Present

Managed a committee of 8 students. I chaired monthly committee meetings, with smaller bi-weekly meetings for the other committees.

Managed the annual budget, which was used to fund the sailing events and social events for the club.

Grew the club numbers by 25% from 2010 to 2011, through marketing campaigns.

Managed the relationships with our four corporate sponsors. We also attracted a fifth corporate sponsor in September 2011.

The team represented our university at British Universities Sailing Association in five categories, achieving two 1st positions.

ACHIEVEMENTS

I am fluent in French.

I hold a RYA Dingy Instructor qualification and Powerboat Level 2 qualification.

I competed in the Laser class dingy racing at a junior national level, coming runner up.

I am a keen snowboarder, tennis player and swimmer.