

# NATHAN TELFORD

PROJECT MANAGER | EVENT MANAGER



## CONTACT

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## REFERENCES

### Joel Ulbricht, Events Consultant

"In a word Nate is 'infectious'. You don't need to hang around him for more than a few minutes before you start thinking bigger, more positive and start seeing the potential in whatever is being discussed. I wouldn't for one minute, hesitate to hire, recommend and endorse Nate within the events industry."

### Paul van't Hof, The Production Co

"Nate was an employers' dream come true, proactive, integrity to burn, boundless energy, engaged, present, solution focused, can do, will do, must do. We had him spread over a variety of projects including new start-ups, fundraising, sales, production and team management roles. The best thing about Nate is his ability to motivate his managers to joining him in producing an excellent result. A born leader in the making."

### Stephen Powell, Flash Entertainment

"Being new to the region Nathan very quickly adapted using skills and techniques obtained from his overseas experience, demonstrating how diverse and versatile his skill set is."

Further recommendations can be viewed via my LinkedIn profile: [in/nathantelford](#)

## QUICK LOOK

"With 11 years of experience in managing events, production and special projects across New Zealand, Australia, Hong Kong and UAE, I'm a passionate creative living my dream outworking excellence across events, projects and businesses."



100,000+

largest event attendance I've managed

1.2M

Largest single event budget I've been responsible for

80

Largest team I've lead in a single event

125

most events I've managed in a single year

- Lover of great coffee and fine food.
- Vast amount of experience across Festival's, Concerts, Conferences, Touring, Corporate, Community, Fundraising, Sport Events, Youth Camps and more.
- In my spare time I like to exercise, hike, travel, develop start up businesses and spend time with my wife.

## SKILLS

### STRONG WORK ETHIC

### POSITIVE ATTITUDE

### COMMUNICATION SKILLS

### TIME MANAGEMENT

### SELF CONFIDENCE

### UNBRIDLED CREATIVITY

### NETWORKING SAVVY

### PROBLEM SOLVING SKILLS

### TEAM PLAYER

### FLEXIBILITY / ADABILITY

## EDUCATION

2010

### APM BUSINESS OF COLLEGE AND COMMUNICATION

SYDNEY, AUSTRALIA  
Bachelor of Business (Event Management)

2008

### HENDERSON HIGH SCHOOL

AUCKLAND, NEW ZEALAND  
Level 3 NCEA Certificate of Achievement

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## KEY WORK ACHIEVEMENTS AND WINNING MOMENTS

OCT 2019

### FLASH ENTERTAINMENT- OPERATIONS

[www.flashentertainment.com](http://www.flashentertainment.com)

- Part of a team launching #AbuDhabiMoments, a new government initiative in Abu Dhabi, reaching 314,000 local residents across 33 events, 5 districts, 3 months.
- Directly responsible for the delivery and execution of 5 events in Corniche, reaching 139,737 residents.
- Key responsibilities included procurement and supplier management of 40+ suppliers, regional operational lead working alongside various departments, and onsite delivery and management with 33 days of build/derig and 24 activation days. 3.3M ops budget.

OCT 2017

### THE PRODUCTION CO - SPECIAL PROJECTS

[www.theproduction.co.nz](http://www.theproduction.co.nz)

- Production Manager / Stage Manager for 'Kids for Kids' and 'Showquest' delivering 44 stadium sized events with 31,000 young people representing 650 schools with 52,700 audience members.
- Successfully fundraised \$200k towards Kids for Kids shows through local funders across New Zealand.
- Successfully launched NZ startup TableHub, managing all marketing / sales and operations delivering 30+ events in first 12 months for corporate clients such as Air New Zealand, ASB Bank, FMG, Datacom + more, with a further 35+ events booked for 2019.
- Managed and outworked the research and development of 'Project Canopy', through a successful R&D grant gained through Callaghan Innovation for \$75k.
- Held key roles between stage manager, production manager and site manager for 50+ events managing operations, budgets and logistics of multiple crews and suppliers, executing the brief flawlessly every time.
- Worked alongside teams in different departments, internal businesses and suppliers to achieve a variety of goals and objectives that lined up with our vision and mission.

*Started a new company (Mobile Stage Co) in Oct 2018 alongside two friends, delivering a variety of music and community events.*

FEB 2015

### ZEAL EDUCATION TRUST - NATIONAL EVENTS AND PROJECT MANAGER

[www.zeal.nz](http://www.zeal.nz)

- Mentored and lead a team of 10 staff nationally in the outworking of 180+ events for Zeal, directly managing 50 events myself each year.
- Launched a social enterprise business (Zeal Youth Enterprises Ltd) that trained and created pathways to employment within the events industry with 72 young people receiving training and 2602 hours of paid employment.
- Managed the creation of a national online resource (Goodvibes) commissioned by the Health Promotion Agency focused on setting best practices for running successful alcohol free events for young people. [zeal.nz/goodvibes](http://zeal.nz/goodvibes)
- Developed materials to run a series of one-day 'Event Bootcamps' that trained, developed and mentored 186 young people, directly outworking 28 events across their own communities.

*In my spare time, I MC'd 25+ regional heats and finals for Smokefreerockquest across New Zealand, whilst also consulting to multiple events and conferences to sharpen their operation systems.*

JAN 2014

### YOUTH AND COMMUNITY TRUST - RECREATION AND EVENTS MANAGER

- Recruited, managed and lead of team of staff, interns and volunteers to deliver a mobile recreation programme in Nelson reaching 1500+ young people weekly.
- Successfully launched Nelson Underage, an Under 18's movement with support from local secondary schools, businesses and wider community.
- Socials gained 2000+ likes and 1.5M impressions within 6 months of launching.
- Built a series of 8 events from the ground up (shoestring budget), attracting attendance of 2120 young people (30% of young people living in Nelson) with national and international guests performing.

NOV 2011

### ONE80TC - EVENTS MANAGER

[www.one80tc.org](http://www.one80tc.org)

- Lead and managed 13 events across two years funding the ongoing work of ONE80TC. In my tenure our events portfolio saw an 85% increase in fundraising profits, 66% increase in revenue and 0.09% decrease in expenses. Total portfolio of finances was \$700k+ on departure.
- Successfully launched 4 new events from concept to creation, over-sighting the re-brand and rebuild of all marketing materials including website, communications and print media.
- Created successful sales strategies that lead to attendance across events almost tripled within 2 years.

EARLIER

### EARLIER - VARIETY OF ROLES ACROSS MUSIC FESTIVALS

- Held various roles in multi-day festivals reaching up to 25,000 punters, managing F&B, Security, Site Ops, Setup, Packdown, Health and Safety etc, whilst starting a variety of small businesses at University for fun.



1000+ student choir at Kids for Kids



ZM Float, all ages music festival



Sydney to the Hunter Cycling Classic



Showquest, performing arts comp

*"I love what I do and everyone who I've rubbed shoulders with can tell you I'm 'living my dream' every day"*