

John Williams
87 Portland Street
Edinburgh, EH12 9DN
Schotland, UK
Telephone: 0161 234 5000
e-mail: john.williams@gmail.com

Profile

I am a motivated expert of international cargo trade with a strong analytical mind and efficient communication skills.

Employment History

2004 to date Junior cargo trade manager BAA Edinburgh Airport



- analysed and improved trade with US partners
- Edinburgh cargo trade representative in BAA meetings
- co-author of business report 2005
- currently developing new business plan for pan-Atlantic cargo trade

2002 - 2004 Junior cargo trade manager Inverness Airport



- responsible for US partners
- helped to increase business activity by 11% in one year
- co-author of annual business report (2003)
- suggested new business opportunities

2001 - 2002 Junior Import / Export Analyst Manchester Airport

- implemented research results of SWOT analysis, increasing business
- suggested new international partners, leading to contract with UPS

Education & Training

1998-2001 Manchester Metropolitan University

BSc Economics

- focus on international trade
- research project: international business transactions at Manchester Airport

1990-1997 Malahide College, Manchester

- 3 A levels: Business B, Sociology C, English B

- 7 GCSEs (grades A-C): including English, Economics and Maths

Interests & Hobbies

- member of British Aviation History Society
- co-author of international trade manuals
- guest lecturer of international trade at Manchester Metropolitan University

