

Devlin Stigant

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Education and Awards

London School of Economics and Political Science (BA History)

September 2017- June 2021

- Expected Grade: First Class (Honors).
- Results to date: First Class, Average Mark 71/100, including optional accounting units.

University of California, Berkeley

August 2019- May 2020

- Completed year at Berkeley on a study abroad program, taking the opportunity to broaden my knowledge and skills.
- GPA: 3.9 (Equivalent to a 1st in the UK), including courses in Market Research, Competitive Strategy and Leadership.

Portsmouth Grammar School

September 2010- June 2017

- A Levels: 4 A*s in History, Economics, Mathematics and Religious Studies and A in AS Further Mathematics.
- GCSE's: 10 A*s including Mathematics, English and the three sciences and A in Additional Mathematics.
- Sainsbury Scholarship for high academic achievement and a keen commitment to one or more co-curricular activity.
- Received Prizes for top in my year in Religious Studies, Economics and Chemistry during my time at senior school.

Work Experience

Project Manager, Seed Base Consulting, Berkeley (Client: Indiegogo)

December 2019- May 2020

- Key responsibilities: recruiting a client; devising a strategy for the client's international expansion; planning the project; leading a team; improving Seed Base as a group.
- Recruited a major crowdfunding platform, Indiegogo, as a new client for Seed Base after identifying potential clients then building and maintaining a strong, positive relationship with the client throughout the project.
- Devised a clear, cost-effective strategy for Indiegogo's international expansion, delivered in a comprehensive presentation and a 50-page final report. The client was enthusiastic about the recommendation, informing us they plan to incorporate it into their expansion and to return to Seed Base for future projects.
- Planned detailed market research and stakeholder analysis, as well as constructing a survey for relevant international stakeholders that achieved a 10% response rate.
- Formed, motivated, and coordinated a team of five to execute the research, giving constructive feedback to team-members on their work. Managed the team through the COVID-19 crisis, adjusting the team's timeline to be more flexible, supporting team-members' individual circumstances and maintaining team cohesion digitally across five different time zones.
- Introduced writing final reports for clients to Seed Base based on the effectiveness of this in prior projects.

Strategy Consultant, Seed Base Consulting, Berkeley (Client: Samsung)

September 2019- December 2019

- Key responsibilities: developing strategies for improving Samsung's app development platform as part of a team; researching and analysing the app development market; completing primary research.
- Personally devised recommendations to improve the platform's community features, utilising competitor analysis and wider research into forums and online communities. Presented conclusions to Samsung with the team and received very positive feedback.
- Undertook extensive market research through competitor analysis and investigating the future of app development, especially in low-code development and artificial intelligence.
- Conducted primary research into student developers at Berkeley, including pushing through an innovative idea to incentivise responses that led to an increase in responses from 50 to 150.
- Promoted to project manager in Seed Base in recognition of my performance in this project.

Online Project Researcher, Make-A-Wish Foundation

September 2018- July 2019

- Researched groups, events, and magazines the charity could cooperate with to raise money and awareness, developing leads for key contacts with whom the charity could establish these new relationships.

Team Leader, 180 Degree Consulting, London (Client: Four Walls)**September 2018- June 2019**

- Key responsibilities: directing a project on homeless charity Four Walls' expansion from offering the homeless supplies into providing housing; leading a team; researching relevant markets; expanding Four Walls' relationships.
- Constructed actionable recommendation to renovate properties to provide housing and successfully presented these to the client, as well as writing a final report.
- Managed a team of four consultants, supervising their work and fostering collaboration between team members.
- Conducted research into London's housing market and homelessness problems.
- Held a meeting with the deputy leader of Camden Council to facilitate cooperation between Four Walls and the Council.

One Week Work Experience at Mondelez International, London**June 2019**

- Researched how the global strategy of their competitor, Mars, might affect the UK chocolate market, presenting analysis to a senior executive.
- Observed meetings to get an insight into how large corporations make decisions about marketing and operations.

One Week Work Experience at the Mary Rose Museum, Portsmouth**August 2015**

- Delivered tours for visitors, explaining information to a wide demographic by tailoring it to best suit the audience.

Extra-Curricular Achievements and Experience

Fencing

- Selected for Great Britain Under 20 Team 2018-19.
- Represented Great Britain at the under 17 European and World Championships in 2015.
- 2018-9 LSE Sportsperson of the Year awarded for personal success and contribution to sport at LSE.
- LSE Sport Ambassador and Performance Athlete 2017-9, receiving funding and support whilst promoting sport.

President of the LSE Fencing Club**September 2018- May 2019**

- Identified key challenges for improving the club: increasing membership; encouraging female participation; fostering commitment within the competitive team; negotiating contracts and grants; building the club's foundations for long term success.
- More than doubled memberships by researching similar clubs and making sweeping changes to the club, including creating a new budget, lowering fees, moving venue, hiring a new coach and launching a recruitment campaign. This also led to an over 50% increase in overall revenue and a 20% increase in the club's Facebook likes
- Recruited a woman to executive committee, purchased and separated specialist women's kit, leading to an increase in female members and a women's team forming for the first time in three years.
- Motivated the team by organising socials; coaching the team; ensuring we traveled together; and hiring a specialist fencing centre for fixtures. Subsequently, the team placed higher in the league and forfeited no matches, having conceded three forfeits in the previous season.
- Negotiated the coach's contract; a 50% discount on venue hire for fixtures; and two grants from the Athletics Union.
- Built the long-term foundations of the club by purchasing new equipment, balancing the club's budget, establishing a network of key contacts and ensuring member continuity.

Member, British Fencing Youth Panel (now Steering Committee)**August 2015- September 2018**

- Supported the establishment of the first British Fencing Youth Panel. As a part of a team, defined the role the panel would have and created a more productive dialogue between young people and British Fencing.
- Made recommendations from a fencer's perspective on selection policies and travel and competition management.

Other Skills and Training

IT Skills

- Proficient in all major Microsoft Office applications.
- Basic skills in using SPSS for statistical analysis.

Consultancy Training Program Run by Roland Berger**November 2018**

- Through 180 Degrees Consulting, participated in a consultancy training program focused on structured thinking to solve problems, teamwork, and successful presentation of key conclusions.
- Successfully completing this program then utilising these skills in a practice case study led to my selection as a Team Leader at 180 Degrees Consulting.