

# Arron Knight

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## Profile

Dynamic Chief Operating Officer with extensive experience in operational strategy and business development. Achieved a 15% cost reduction while enhancing service delivery across 75+ schools. Increased annual sales revenue by 25% through innovative marketing systems and streamlined CRM solutions. Expertise in negotiating international partnerships and optimizing technology for efficiency. Committed to driving sustainable growth and operational excellence in competitive markets.

## Professional experience

### Chief Operating Officer, Inspion Group, London

Jul 2023 — Present

Collaborated with the CEO to dictate overall business strategy and long-term vision of the company.

- Directed financial strategy with a focus on sustainable growth, developing pricing models and budgeting frameworks that increased program profitability by 22% while maintaining market competitiveness, and reducing operational costs by 15%.
- Spearheaded the strategic planning and execution of sports programs across 75+ schools, significantly enhancing service delivery and student engagement.
- Optimised coach allocation by leveraging automation and technology, cutting immediate scheduling conflicts by 50% and enabling coaches to deliver more services in the same operational time frame, reducing recruitment needs and HR costs.
- Negotiated with manufacturers in China and Pakistan to produce and deliver essential equipment valued at £25,000, ensuring timely delivery, contributing to uninterrupted business operations and cost-effective supply chain management.
- Successfully pitched to and opened negotiations with the President of the Saudi Arabian Fencing Federation, targeting a TAM of up to £30 million in Saudi Arabia, positioning the company for strategic partnerships and international business expansion.

### Head of Business Development, Inspion Group, London

Dec 2021 — Jun 2023

Oversaw business development, acquiring 100% of new clients, achieving a 25% increase in annual sales revenue. Designed and implemented a comprehensive sales marketing system, automating campaigns and managing 5,000 contacts. Spearheaded development of a streamlined CRM portal, improving lead generation by 111% and enhancing market positioning. Championed invoice management, resulting in a significant boost in total leads over two years.

- Drove new business acquisition, securing all new clients.
- Achieved 25% increase in annual revenue.
- Developed automated sales campaigns for 5,000 contacts.
- Enhanced lead generation and market competitiveness.

### Sales and Coaching Intern, Clubs and Camps Coordinator, Inspion Group, London

Sept 2021 — Nov 2021

Coordinated sales and coaching initiatives for clubs and camps. Improved outbound sales strategies, enhancing customer satisfaction and reducing sign-up time. Drove revenue growth by 150% through targeted marketing campaigns and effective communication with parents.

- Achieved 50% increase in membership retention over 14 months.
- Expanded program offerings while managing customer outreach efforts.
- Streamlined sign-up process to enhance overall efficiency.

## Education

### Royal Holloway, University of London, Egham, Surrey

BSc Business and Management, Sept 2020 — Jun 2023

Graduated with First Class Honours

President of the Entrepreneurs Society

## Technical Skills

### Sales & Business Development

### Programming Languages Business Operations & Finance

CRM Management, Client Acquisition, Lead Generation, Market Analysis, Communication, Strategic Planning, Problem Solving, Sales Strategy Development

Python, JavaScript, HTML, CSS

Xero, Financial Analysis, Cost Management, Budgeting and Forecasting, Operational Efficiency, Risk Management, Supply Chain Management, Data-Driven Decision Making, Revenue Growth Strategies

## Internships

### Founder & Developer, Harmoni

Aug 2024 — Present

- Founded and developed the 'Harmoni' Innovation Management Platform, empowering employees to generate ideas and facilitate innovation in forward-thinking companies. [View MVP here: [www.HarmoniApp.com](http://www.HarmoniApp.com)]
- Successfully graduated from the venture-capital backed startup accelerator program at 'Buildspace', gaining insights into startup methodologies and product development.
- Integrated AI technology to significantly enhance employee idea generation and streamline idea categorisation, resulting in improved project evaluation and prioritisation for managers.

### Fintech Intern, CFTE (Centre for Finance, Technology and Entrepreneurship), Singapore

Jul 2021 — Aug 2021

- Consulted for R3, a leader in the digitization of financial services, on strategic initiatives in Nigeria, focusing on the development of CBDCs (central bank digital currencies).
- Led a multidisciplinary team of 5 in analysing, researching, brainstorming, and presenting innovative solutions, enhancing collaboration and communication skills.
- Delivered high-value solutions that were recognized as the most effective among consulted teams, aiding R3's strategic efforts in developing a CBDC in partnership with the Nigerian government.

## Additional Information

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Links: [LinkedIn](#)