MICHAEL STEVENSON

BRAND MANAGEMENT | MARKETING PRODUCTION | PROJECT MANAGEMENT

I am a highly skilled business professional with a deep understanding of the intersection between psychology, marketing, and business analytics. My expertise is grounded in using psychological insights to develop and execute projects and campaigns that directly improve the financial position of brands within any sector.

I began my career by utilising my skills in crafting emotionally resonant content that influenced consumers to align their behaviours with a business' commercial goals. I now focus more holistically on crafting and executing comprehensive strategies that enhance customer experience, reduce churn, and boost engagement and perceived value.

My ability to think laterally by applying psychological principles to complex business projects and marketing campaigns, position me as a valuable strategic thinker, and analytical asset for any team.



SCAN TO VISIT Website



Previous Clients | B2C

2,559 3,140 650 Following Posts Followers

Anytime Fitness Dorchester

Brewery Square

Open 24/7

Classes inclusive

Virtual classes on demand

Private bathrooms

01305 300 123 Join Online

secure5.clubwise.com/dorchester/enquiry.asp Brewery Square, Dorchester, Dorset

4,489 795 310 Followers Following Posts

Gold Coast Cookies

Product/Service

Softer, Tastier, Better.

Find in cafes & venues across Australia

DM to become a stockist today

www.goldcoastcookies.com.au/



1,209 402 367 Followers Following Posts

THE CRAFTY TAP

Local business

Craft Beer Shop • Craft Beer Taproom • Draught Beer Takeaway • Fine Wines • Artisan Snacks • 69 High Street, Christchurch, Dorset



475 1,874 1,510 **Posts** Followers Following

Saxon Square

Classes inclusive

Virtual classes

Private bathrooms 01202031247

www.gofundme.com/f/john-thornton-young-achiev... 27 Saxon Square, Christchurch, Dorset



1,327 1,632 6,070 Following Followers Posts

Keystones Cocktail Club

EST. 2013.

The Cocktail Bar in Worcester!

Cocktails, Chilled Vibes & Fun Times 🍸

For bookings DM us! Nore

www.keystonescocktailclub.com



22.3 k 3,187 2,878 Followers Following Posts

S.L.A.V Fitness Trainer

Fitness trainer

PT @trecnutrition @anytimefitnesschristchurch

code: HardHorse 10% discount 👌 Business👉 hardhorse.training@gmail.com

hardhorse.co.uk/

See Original



155 657 183 Followers Following Posts

Branded Studios

Film/Television studio

Branded Studios Official Instagram Account

- Latest Release: @Stallonemovie
- Film & TV Studio | Corporate & Music Videos |

Photography

linktr.ee/BrandedStudios

19 saxon square, Christchurch, Dorset



71 1,791 31 Followers Following Posts

Becoming Rocky

Award-winning Rocky documentary

🙀 Narrated by Sylvester Stallone

Never before seen footage

Home to official merchandise 🦣

becomingrocky.com/shop



5,179 468 1,849 Followers Following Posts

Ben Warren

- Cool Cuts & Shit Banter
- Men's Hair Replacement
- W Unit 2 The Hop Market
- Worcester
- Work Hard Stay Humble

www.trimzbarbershop.nearcut.com

Unit 2 The Hop Market, Worcester, Worcestershire



983 4,169 Following Posts Followers

rioya Kobinson

Helping women who lack confidence create healthier relationships with themselves so they can excel and inspire 😂

DM me "INFO" to find out more



532 478 648 Followers Following **Posts**

Clean Freek 🤲 💥 🦛 🦾

Product/Service

The worlds most advanced infection control

technology #MMA

#Gym

✓ BioArmour24 protection

🌓 GearGuard300 gloves, mats & equipment! 👾 💥

Responsibilities:

Account Management Social Media Management **Content Creation** Consultancy

and more.

Previous Clients | B2B

Responsibilities:

Account Management
Project Management
Digital Marketing
Social Media Management

Thermo Fisher S C I E N T I F I C













CLIENT: SYLVESTER STALLONE

Branded Studios:

Previously assisted Branded Studio with the marketing of **Sylvester Stallon's** documentary "BECOMING ROCKY":





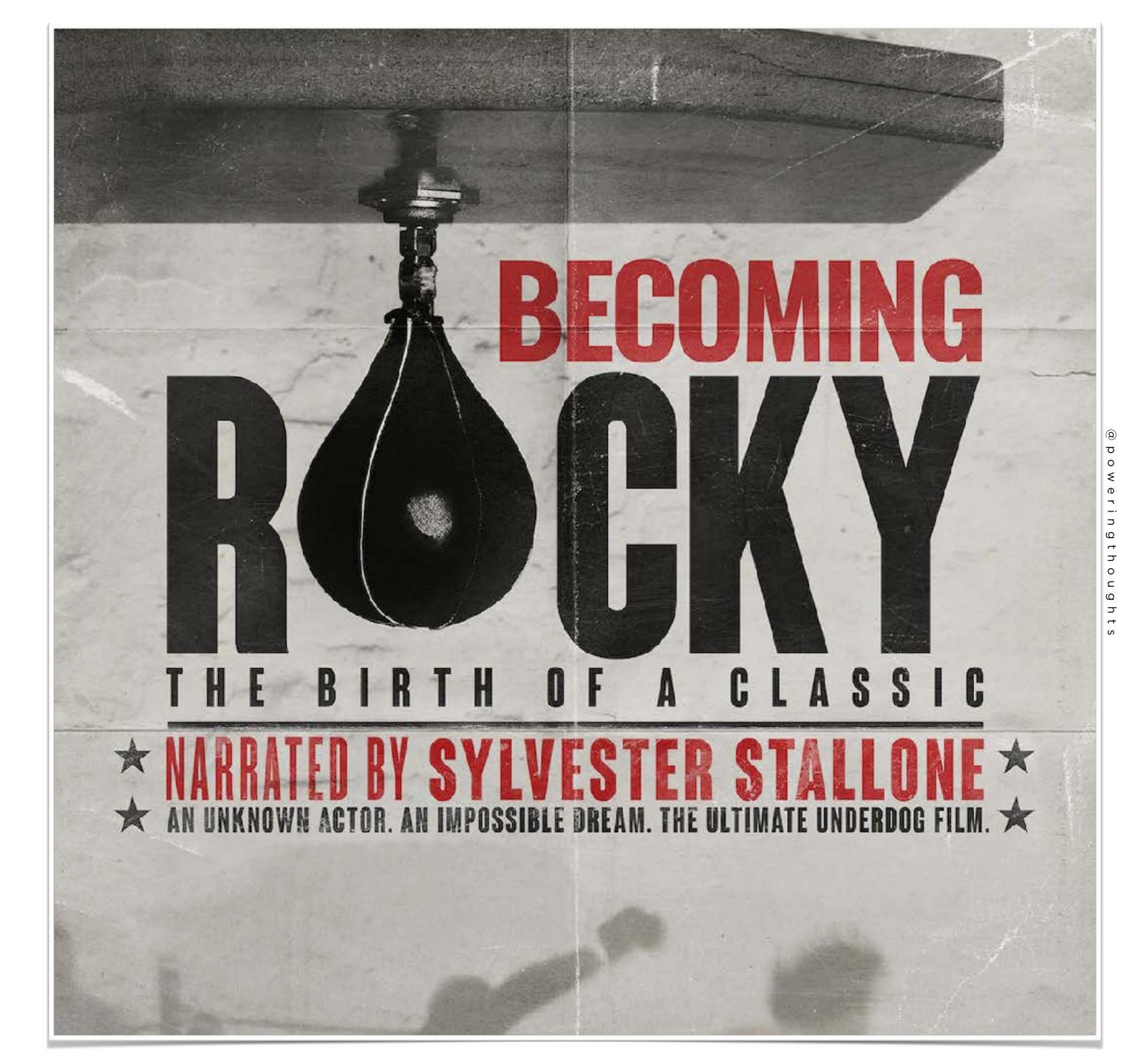
BECOMING ROCKY by Derek Wayne Johnson https://itunes.apple.com/gb/movie/becoming-rocky/id1520132213

Available on:









EXAMPLES OF WORK |PHOTOGRAPHY & VIDEOGRAPHY

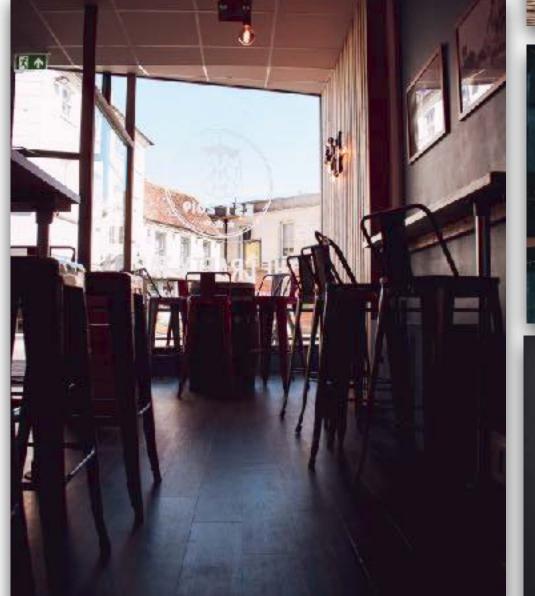




















Videography I Video Production



From Anytime with Love:

A video created to inform/educate club members and prospects of the new health and safety measures put in place presented in a format to prevent repetitively feeding negative information that scares and disengages those watching.



Anytime Fitness Classes Return:

The goal of this video was to creatively present a range of classes that were returning to ATF Christchurch. I also decided to use one person as the subject to creatively also advertise to prospects that one person can do any class.



Anytime Fitness Post Club Tour:

The goal of this video was to educated and inform members and prospects of all the health and safety guidelines that had been put in place following the first lockdown. I filmed and edited it in a way that I hoped would provide a natural flow through the club so they are being informed of each component as they would see them themselves when they returned.



Anytime Fitness Post Covid Testimonials:

The short term goal for this video was to encourage members to return to the club through expressing a high volume of positive testimonials of those who had returned. The intention of this was to cause majority influence where people would think "if all those people are happy it must be safe and okay to return".

*All videos can all be viewed directly on my website.

Content Creation | Technical Skills

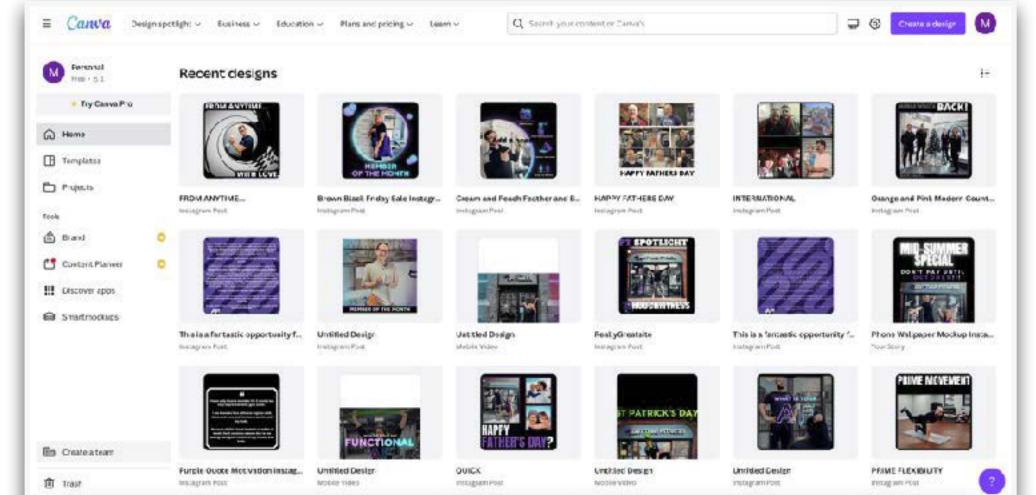
Photos _ightroom

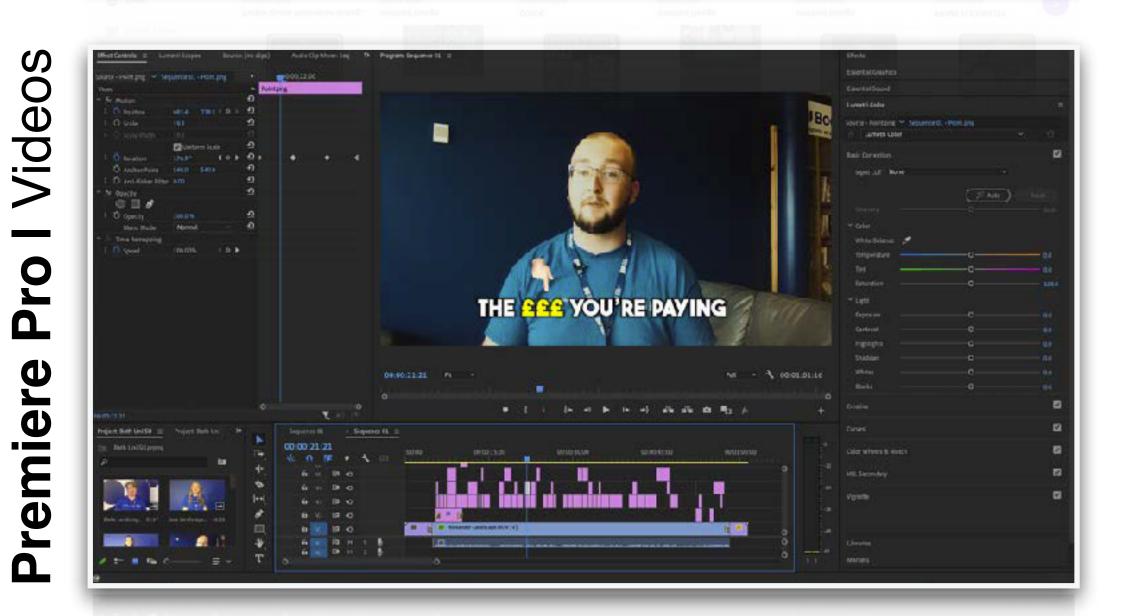
Graphics

Photo:



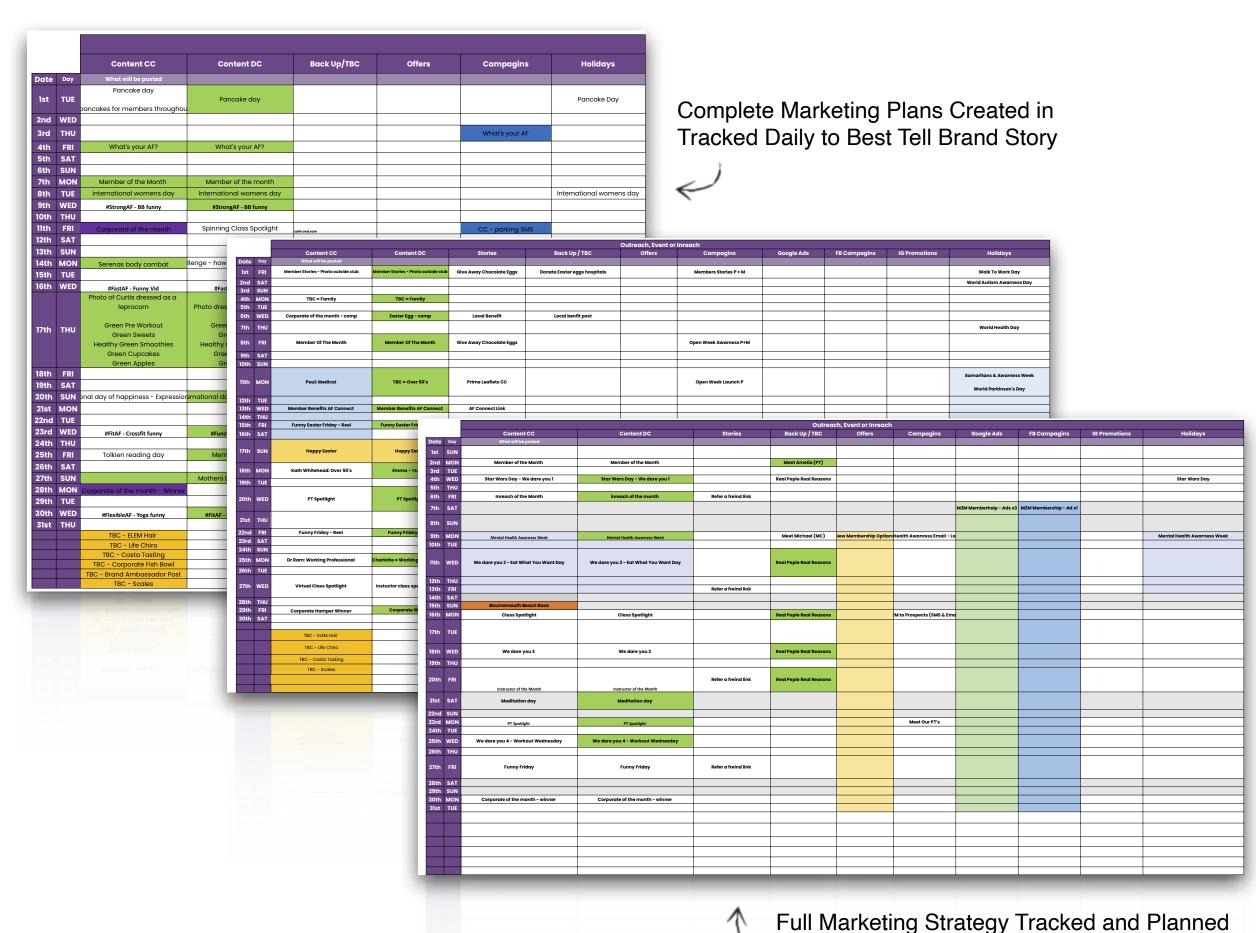
Graphics anva



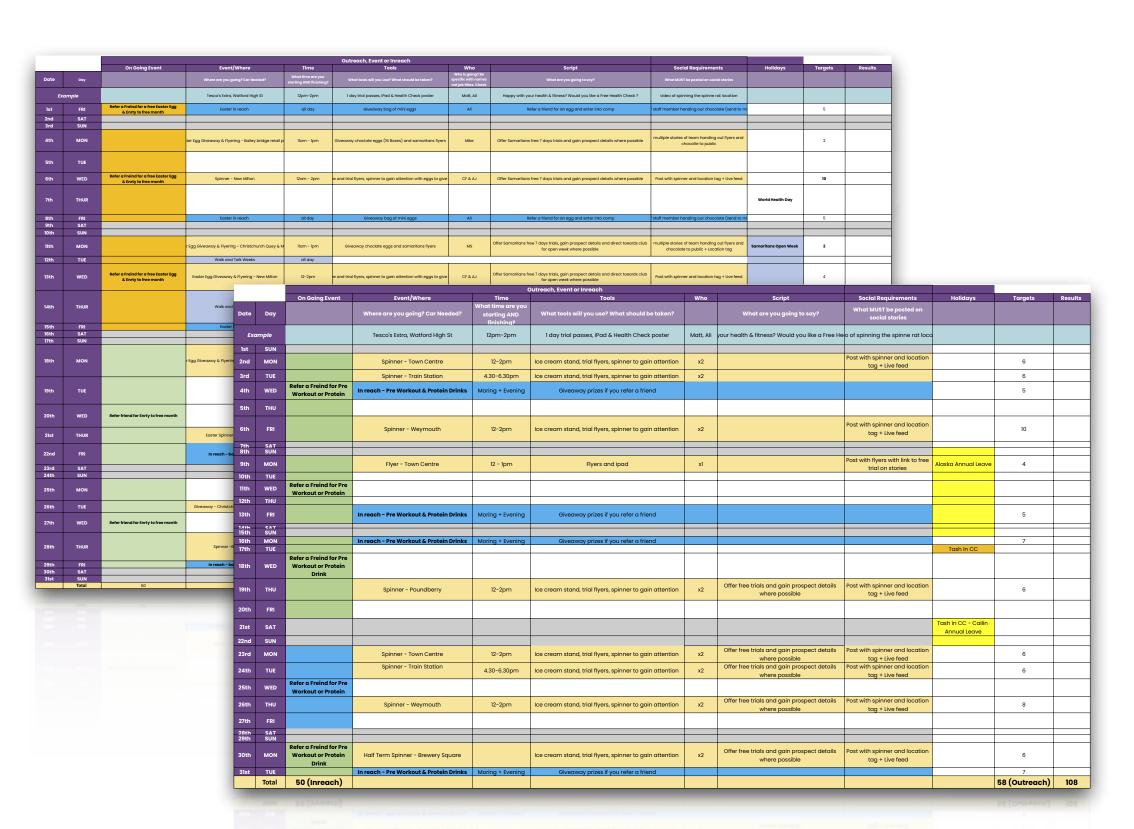


EXAMPLES OF WORK | MARKETING MANAGEMENT

Marketing Management I Marketing & Sales Plans



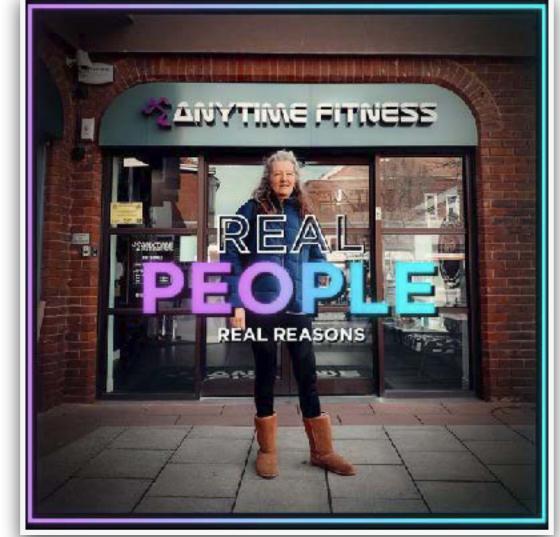
Full Marketing Strategy Tracked and Planne (Social Media Posts & Stories, Email Campaigns, Digital Ads, and Sales/Offers)

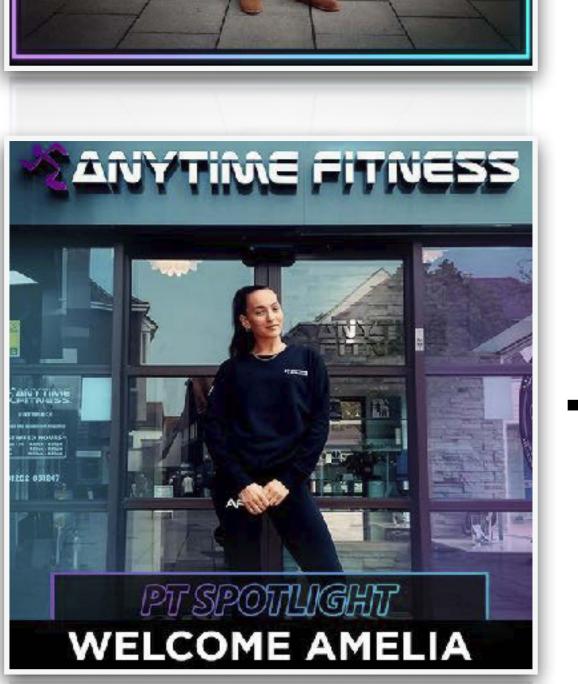


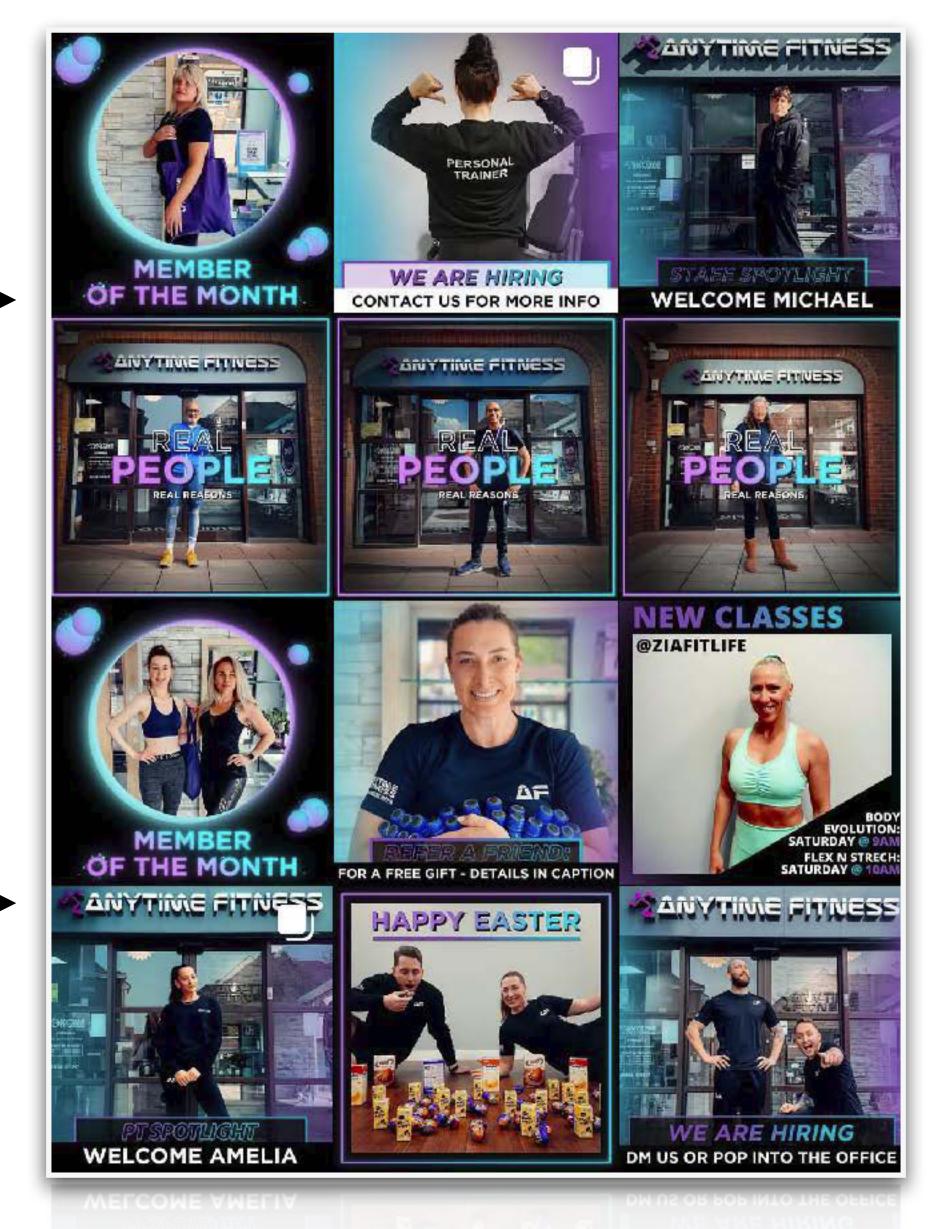
In-reach & Outreach Events Tracked and Planned (Events, Timing, Tools, Staff, Script, Social Requirements, and Targets)

Social Media Management | Before & After









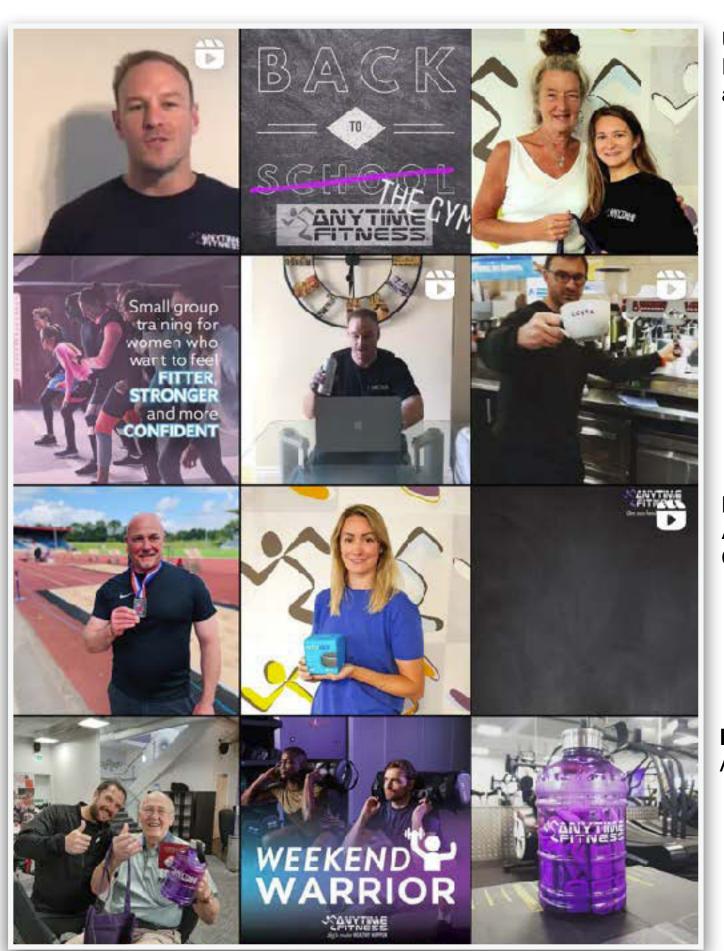




Stage 11 Raw Image

Stage 3 | Social Posting

Social Media Management | Results



Unstructured content

Posts were made and shared when and if there was time



Low quality posts

Unclear what the purpose of each post was



Low engagement

A mix between bespoke and Corporate content was shared

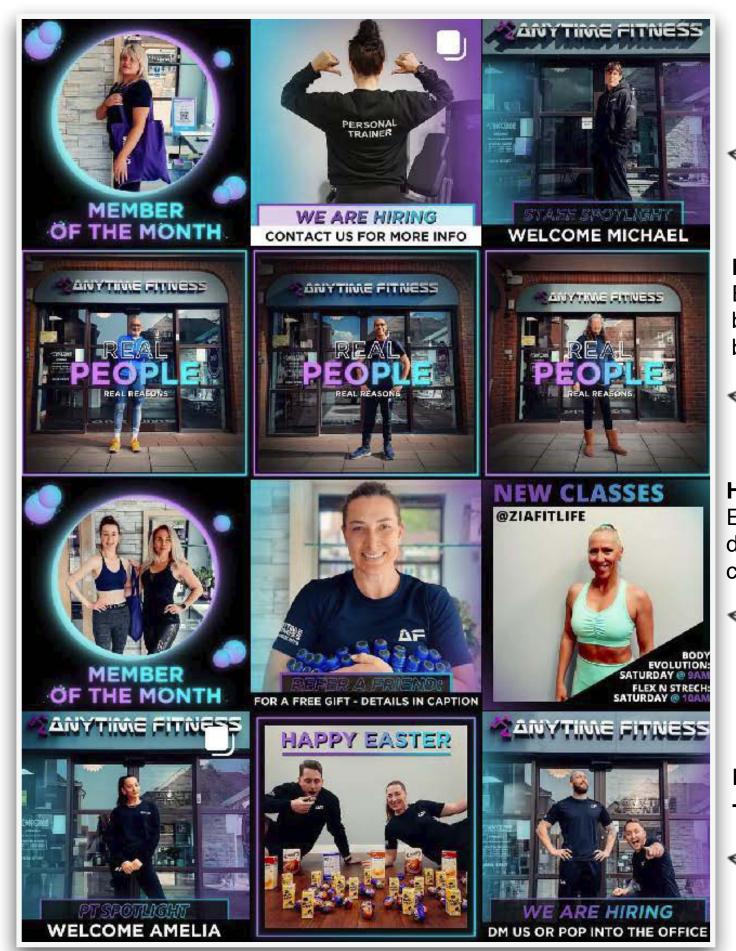


Results

Averaged 5.3 likes across all posts



2019 | Before My System



Structured content

Posts were planned quarterly in with monthly themes and targets in place



High quality posts

Every post had a purpose towards building a community and the overall brand image



High engagement

Every post was bespoke so not to dilute the purpose or quality of the content



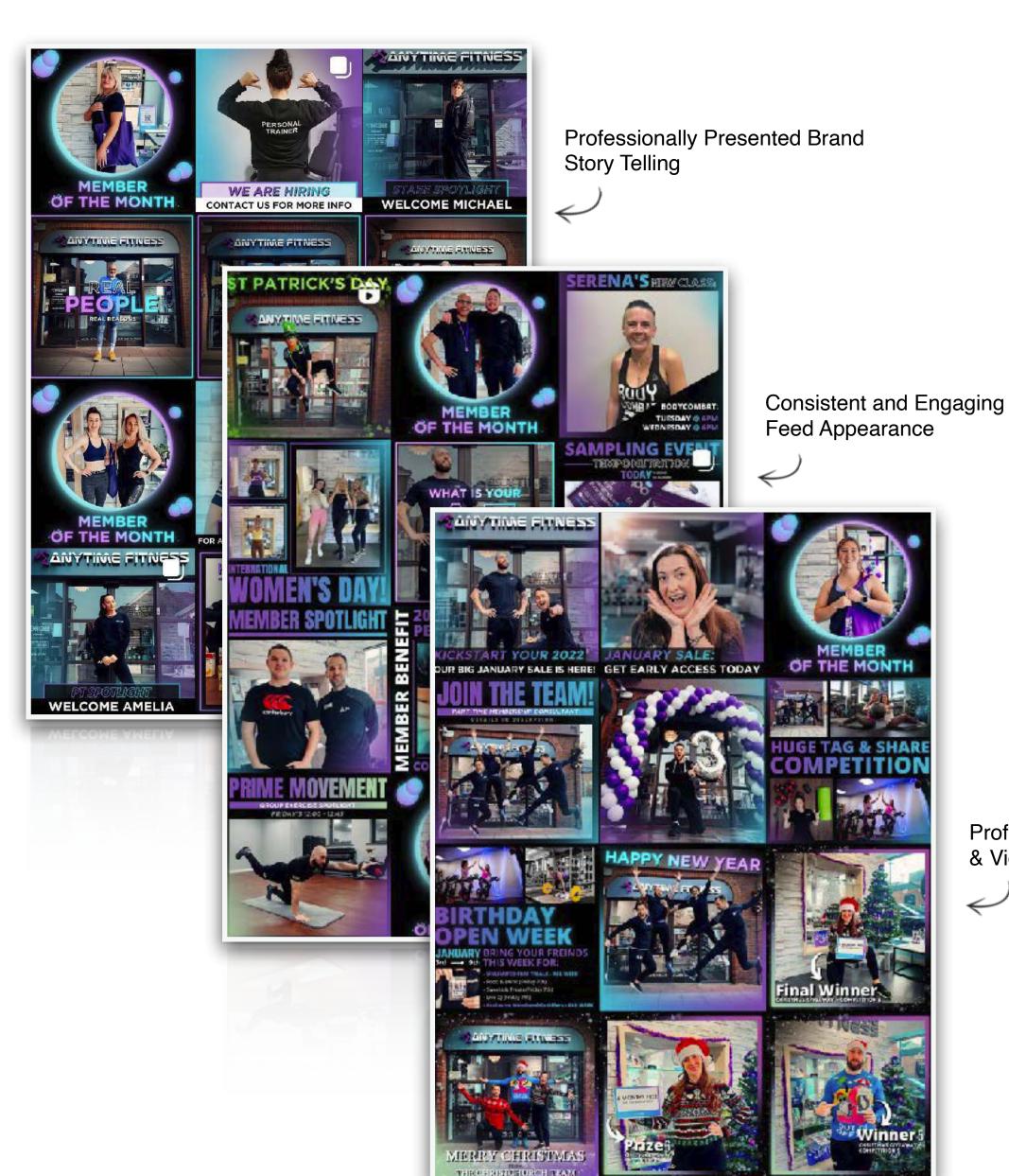
Results

- Over 1000% increase in engagement



2022 I Using My System

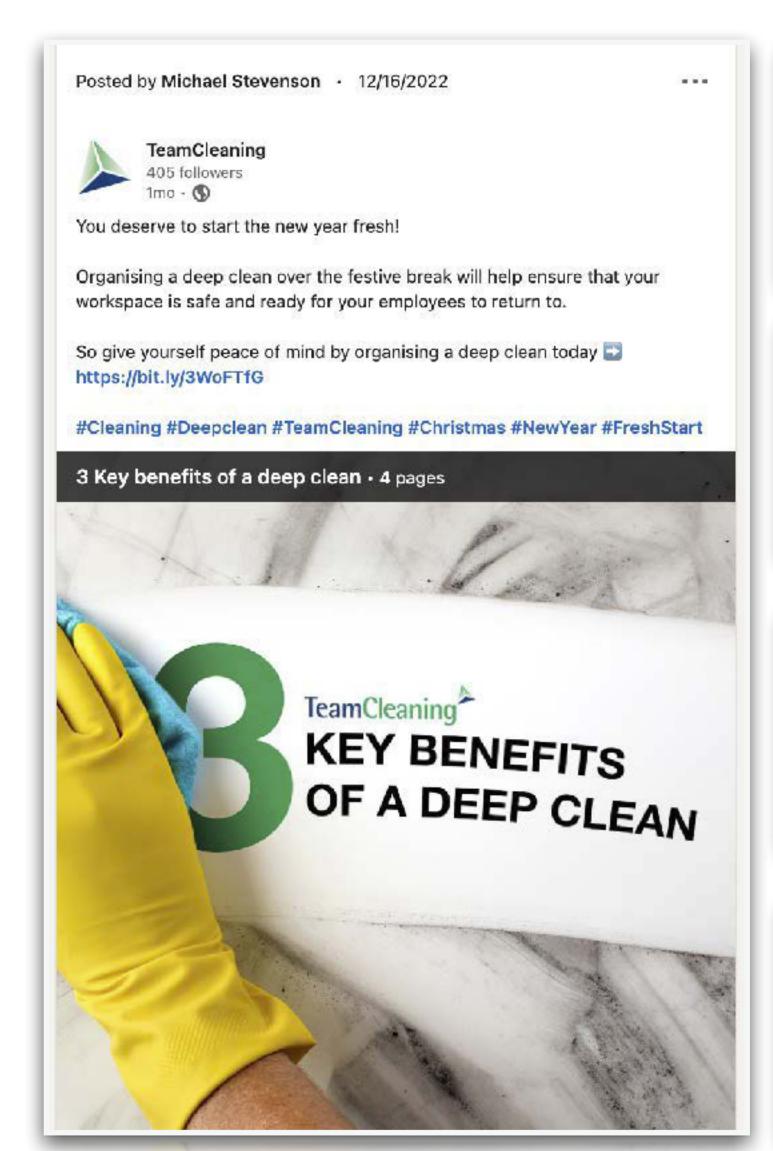
Social Media Management | Branding & Story Telling





@Anytimefitnesschristchurch

Social Media Managementl B2B Content

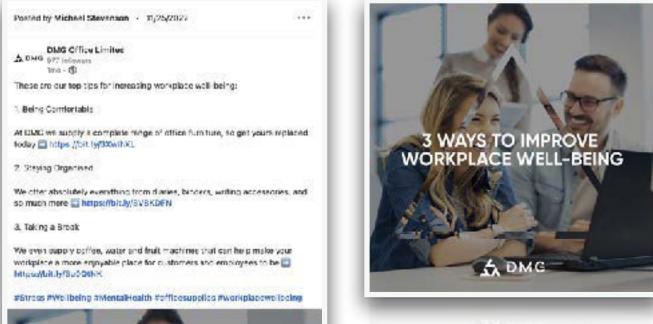
























Also Includes: **Emails** Newsletters Blogs & Articles **Evergreen Articles**

Social Media Management | Reporting



EXAMPLES OF WORK | DIGITAL MARKETING

Digital Marketing | Copywriting

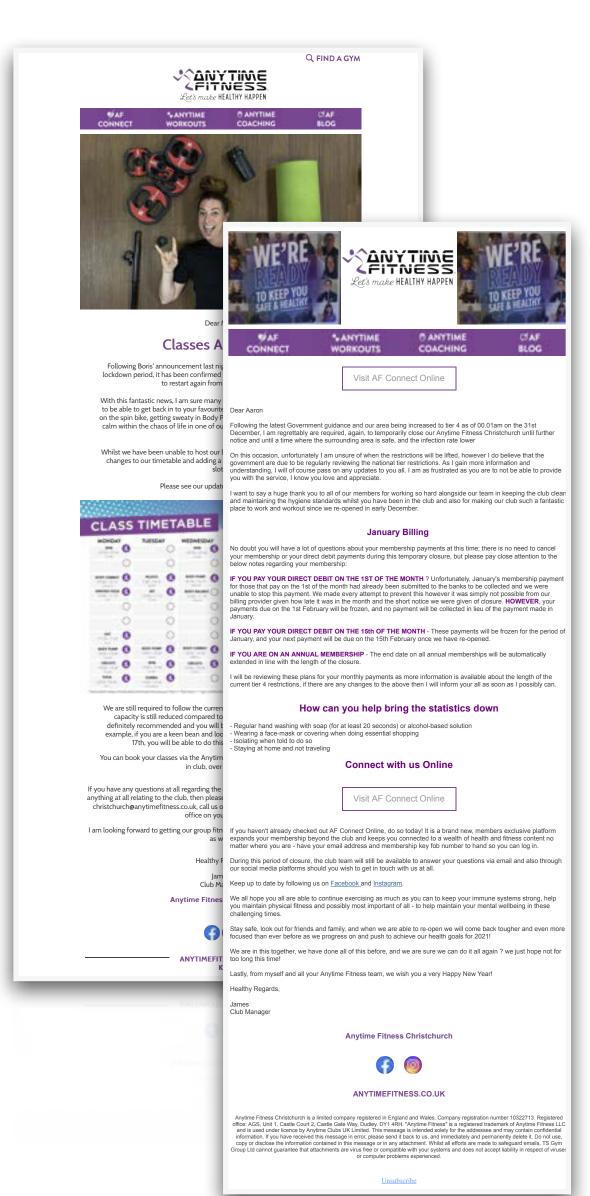
Includes:

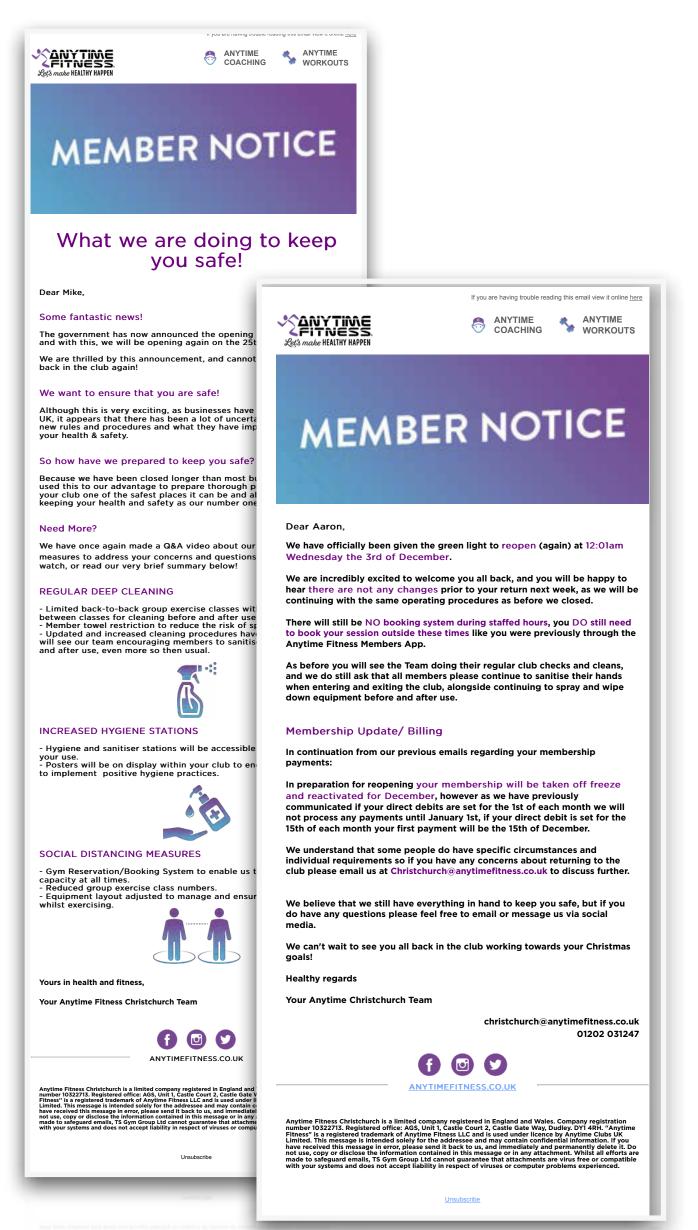
Emails
Newsletters
Blogs & Articles
Evergreen Articles



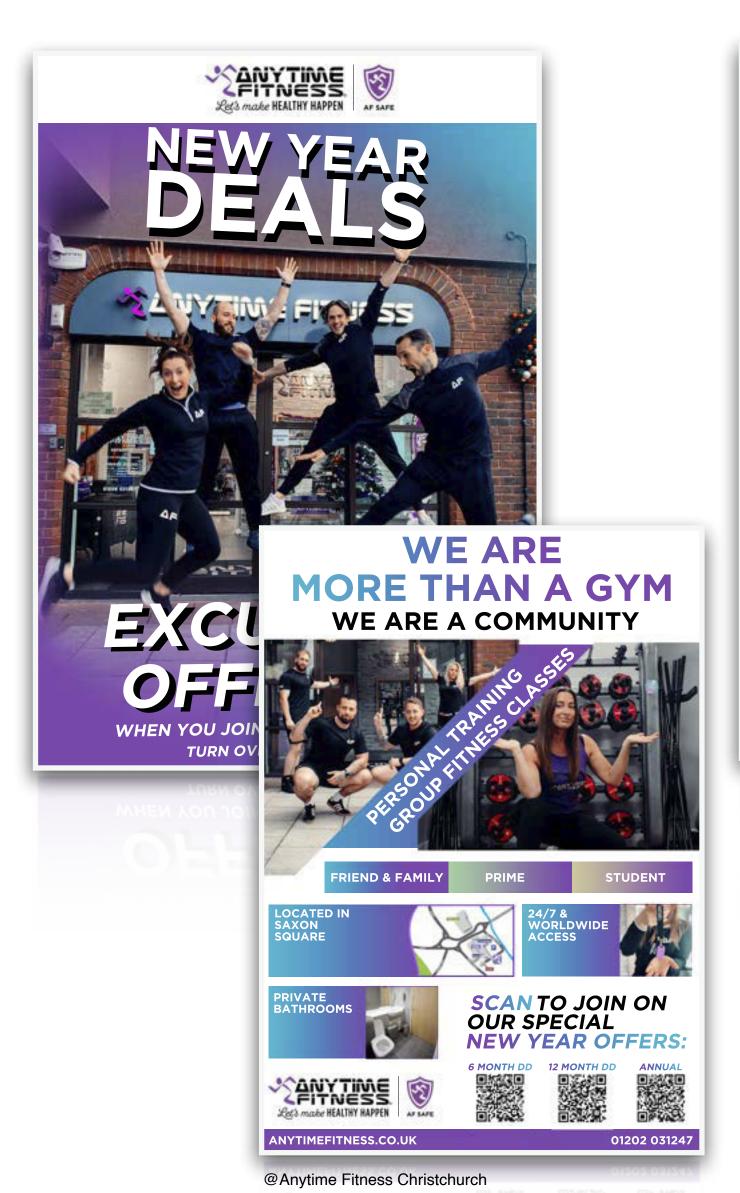
Digital Marketing | Campaign Management







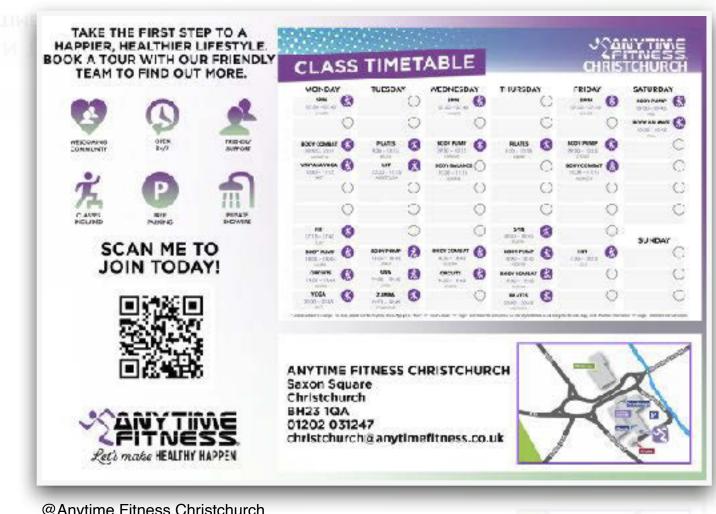
Marketing Management | Graphic Design & Print





@Anytime Fitness Dorchester





@Anytime Fitness Christchurch

ADDITIONAL INFORMATION



NOTABLE RESPONSIBILITIES & EXPERIENCE

Which can't be displayed visually

- CRM Management
- Sales & Retention Reporting
- Insights & Engagement Reporting
- Business Development (Commercial)
- Operational Management
- Brand Workshops & Consultancy

Professional Development



Actively Completed Professionally Certified Online Courses

Google Meta



Currently Studying a Part-Time
Online MSc in Business Analytics
Jan 24 - April 26

Personal Development I POWERING THOUGHTS

