

# Martin Gray

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## Responsibilities:

Manage and lead the On-site Creative Artwork Team for Coca-Cola Enterprises.

- Responsible for the delivery of all artwork from initial brief, to print. Including quality control, colour management and meeting print deadlines.
- Liaise directly with the client and continue to build on existing, and create new, customer relationships.
- Quote, track and invoice all work, and be accountable for company and client budgets at all times.
- Actively source new innovations and business opportunities including helping Company Teams present new POS opportunities to Coca-Cola.
- Be involved in new client business pitches, outside of Coca-Cola, for new Company on-site studios.
- Troubleshoot IT issues and offer solutions and improvements for storage controls and back-up systems.
- Measure and record all KPI's and report directly into client procurement.

## Key highlights:

- Exceeded client demands within an initial trial period resulting in 3 year contract extension.
- Revenue from year 1 was doubled in year 2, and exceeded expectations in year 3.
- On-site team size was increased to meet client workflow levels, with Off-site teams set up in Manchester and London Hub studios to manage demands.
- Successfully delivered large campaigns including Olympic and Euro 2012 campaigns.
- Secured Design and Conceptual work outside of POS remit, by consistently excelling client requirements.

ON-SITE STUDIO MANAGER