# Mustafa Rashid

#### Digital Manager mustafarashid.com

07921025274 mail@mustafarashid.com www.linkedin.com/in/mustyrashid

Digital Marketing professional specialising in B2B & B2C Ecommerce & Content Creation

E-Commerce

Branding

UI/UX

**Email Marketing** 

#### Social Media Marketing

#### Video Skills Summary

Adobe Photoshop Adobe Premier Adobe After Effects Adobe InDesign Adobe Illustrator Adobe XD Adobe Lightroom Clip Studio Paint Wordpress Elementor Advance Custom Fields CPTUL BigCommerce HTML CSS Klaviyo Mailchimp Facebook Business Manager Facebook Creator Studio Buffer Affiliate Marketing Awin

#### Campaign Manager

The Towel Shop thetowelshop.co.uk March 2018 - Present

The Towel Shop is one of the UK's leading B2C textile e-retailers. I also worked with the B2B side of the business targeting Hotels, Hospitality & Healthcare

#### **Responsibilities:**

• Manage a team of 10 across 6 departments (photography, social, seo, ppc, email, web dev)

- Develop a B2B & B2C marketing strategy
- Lead Seasonal Campaign Strategy and promote across Email, Social, Affiliates & Print
- Redesign websites, product pages and funnels based on quarterly heat maps and split test
- Growing Email Lists & Lead Generation Campaigns

• Supplying to industry leading brands such as NHS, Marriot, Hilton, Reading & Leeds, Glastonbury, Apple Music Festival, Britain's Got Talent, The Only Way is Essex & more

#### Achievements:

• Achieving 200% revenue growth over 3 years, increasing average order value

• Growing email lists by 50,000+ subscribers

- 2x Email engagement rate to 13% & 3x average order value from £700 to £2000

• Successfully delivered 1000+ newsletter Emails to approx. 100K subscribers

• Successfully implemented Automated Email campaigns including Welcome Series. Customer Win-Back, Abandon Carts and more

- Increase social following by holding regular giveaways
- Converted 5 High Value International B2B leads from 1 Lead Generation Campaign

• Recruited 8 Employees to help with the growing demand of the business

#### **Creative Manager**

Absolute Home Textiles absolutehometextiles.co.uk July 2016 - March 2018

Absolute are a Digital Agency specialising in E-commerce and Social Marketing

#### **Responsibilities:**

- Managing, developing and mentoring a team of 5
- Management of projects from concept through to delivery

• Developing & delivering a variety of high-quality virtual events

- Plan, build & execute organic and paid social media campaigns
- Lead multi-channel content creation across Social, Web & Print
- Account management to retain and grow my portfolio of clients
- Design, development & maintenance of websites and eCommerce platforms

#### Achievements:

- Signed up 3 new clients worth 20% of annual agency turnover
- Successfully delivered 20+ campaigns for my portfolio of clients
- Successfully trained 5 interns on the Apprenticeships Scheme from The Manchester Collage
- Created Influencer Marketing Course that is being used by Businesses & Collages
- Hosted 10+ Events including Virtual Events, Corporate presentations & Educational Lectures
- Featured in Multiple Blog Posts & Articles for The Sharp Project & Arbeta
- $\bullet$  Clients were featured on ITV Real Housewives of Cheshire & Unity Radio

#### Marketing Manager

Eastern Gold Co easterngold.co.uk May 2011 - July 2016

Eastern Gold is a family jewellery business 1981, the Ecommerce business was launched in 2011.

#### **Responsibilities:**

- Create & Manage Ecommerce platform
- Plan & execute regular marketing campaigns
- Provide reports for all marketing channels
- Multichannel Online Marketing & Social Media Content Creation
- UI/UX design utilising customer testing tools to draw behavioural insight from customer journeys
- Leading the brand expression across visual language, campaigns, social media, graphics and print to ensure strong and clear brand positioning as a route to competitive success
- Responsible for developing innovative Product, Brochures & Poster Design

#### Achievements:

- Developed a back-office tool to Automatically update product prices based on product attributes and categories.
- Triple organic website visitors via organic social media marketing
- Increased online sales by 300% via paid social media campaigns
- Increases foot traffic via improvements to google listing visibility
- Redesigned product pages and funnels based on heat maps and split test
- Featured on Manchester Evening News, Geo News, ARY News, Asian Sound Radio & British Muslim Heritage Centre

## **My Experience**





## About Me

E-Commerce & Digital Marketing Content Creator. Helping brands make clean, minimal and premium marketing material

Hi I'm Mustafa Rashid: Pop culture geek, tech enthusiast & digital artist.

I make websites & marketing material for Retail & B2B E-Commerce businesses, helping them communicate their product features & value, while maintaining their brand identity through expertly crafted media.

Content Creation is my calling, mostly because I'm a natural in Adobe Packages with a special talent for visual communication from my passion of Movies & TV. It physically pains me to see graphics and videos that doesn't work, that doesn't entice and that doesn't do justice to the product or service that isn't selling.

When you work with me, you get my absolute best striving for a fast turnaround. **That's why all my clients are regulars**. They love my content and they love how easy it is to work with me.

My work is an extension of me. It represents me, it speaks for me, it is me, which is why I work so hard to produce content that I'm proud of.





## **Skills Summary**

- E-commerce
- Adobe Creative Suite
- Graphic Design
- Branding & Identity
- Digital Marketing
- Email Marketing
- Affiliate Marketing
- Social Media Marketing
- Influencer Marketing
- UI/UX
- User Interface Design
- User Experience
- Image Editing
- Video Editing
- Print Design
- Packaging Design
- Product Packaging
- Print Media
- Web Development

- Project Management
- Marketing
- Marketing Strategy
- Social Media
- Typography
- Graphics
- Logo Design
- Web Design
- Photography
- Editing
- Video Production
- Motion Graphics
- Illustration
- Search Engine Optimisation (SEO)
- Adobe CC
- Adobe Photoshop
- Adobe Premiere Pro
- After Effects

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Adobe InDesign

- Adobe Illustrator
- Adobe Lightroom
- Adobe XD
- Clip Studio Paint
- WordPress
- Elementor
- LearnDash
- Advance Custom Fields
- CPTUI
- BigCommerce
- Google Analytics
- Klaviyo
- MailChimp
- Buffer Social Media Management
- Facebook Business Manager
- Facebook Creator Studio
- Awin
- Prestashop
- Microsoft Office

- Microsoft Word
- Microsoft Excel
- Microsoft PowerPoint
- Microsoft Publisher
- Microsoft Access
- Microsoft Outlook
- PHP

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- CSS3
- HTML 5
- MySQL
- Leadership
- Management
- Final Cut Pro
- Online Marketing
- Online Advertising
- Advertising
- Digital Strategy
- Team Leadership

& more



## **Career History**

With over 10 years experience as an E-Commerce & Digital Marketing Content Creator, I've spent my entire career growing alongside digital media in an ever changing, dynamic environment.

My work aims to be clean, minimal and premium. Every shot designed for maximum impact. Ideas delivered quickly, intensely and clearly. My design aesthetic is focused around high-fashion; edgy, luxury, cool, metropolitan.

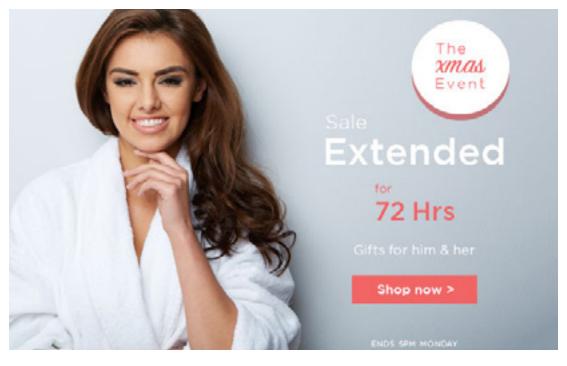
My specialities include:

- E-Commerce
- Branding
- Web Development
- Email Marketing
- Social Media Marketing
- UI/UX
- Video Production
- Graphic Design

& more

My full portfolio can be found here: http://mustafarashid.com/

Connect with me on LinkedIn: https://www.linkedin.com/in/mustyrashid/





The Towel Shop Face Cloth Influencer Guide Influencer guide for postponed campaign



All the Colours! All the Sizes!! All the Perks!!!

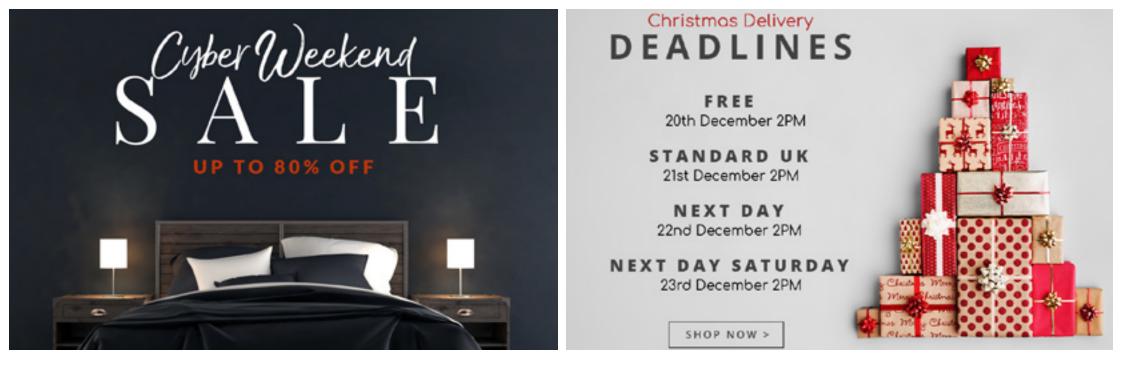


### **Campaign Manager**

The Towel Shop thetowelshop.co.uk July 2016 - Present

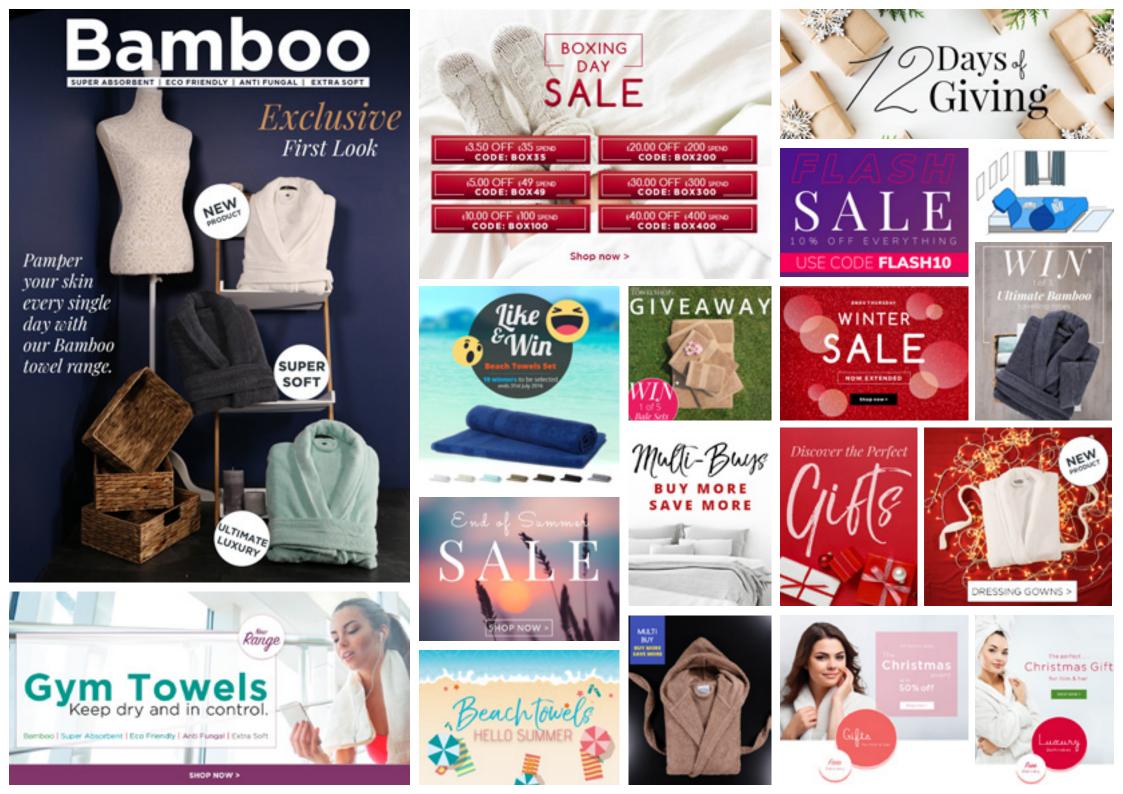
- Managing, developing and mentoring a team of 5
- Responsible for all internal and external Marketing Communications & Brand
  Management
- Create inventive digital campaigns aligned to overall business strategy
- Keep website fresh and up to date with relevant content
- Creating engaging Email, Social & Affiliate Marketing campaigns
- Manage, Creative Design & Produce print related marketing material & packaging
- Develop website layout quarterly
- Building the brand across all Social Media platforms

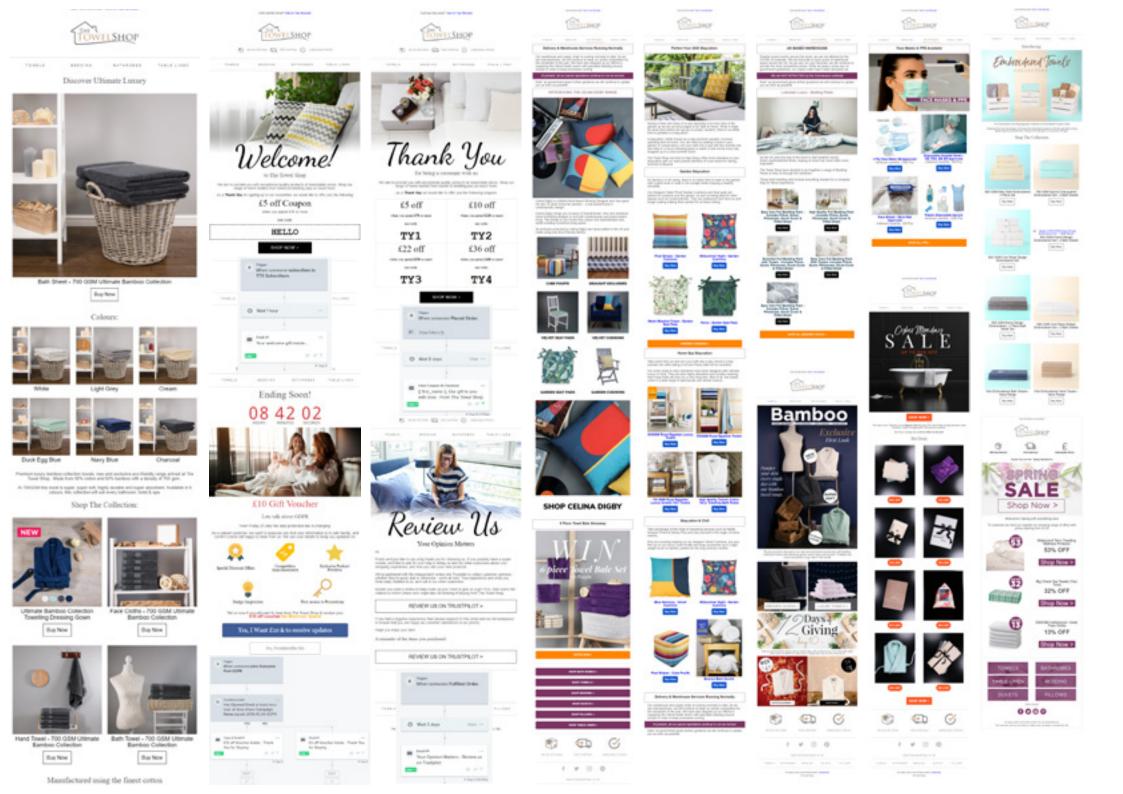
- CRO focused Website redesign with a modern and clean look
- Redesigned product pages and funnels based on heat maps and split test
- Developed the mega menu
- Create and develop landing pages for sales and campaigns
- Wrote an Email Marketing program in PHP that dramatically reduced the time spent designing emails
- Growing Email list by holding regular competitions & giveaways
- Developed a dedicated following with customers by creating weekly emails
- Created automated email flows based on customers actions



- Targeted emails to segmented audience
- Engaging email Copywriting
- Social Media Marketing Product Feed Retargeting for browser abandonment
- Boosted posts based on customer demographics
- Developing Stories for Instagram to push competition
- Created numerous Print publication in InDesign including product catalogues, Influencer guides, tailored price lists, coupons. product packaging, labels & branding
- Marketing both new and existing products, services and solutions
- Creation of marketing campaigns including email marketing and social media

- Testing website functionality and marketing campaigns
- Creation of new product bundles
- Optimising product listing and pages
- Affiliates Newsletters
- Collecting Analytics Data of the website to measure ROI & CRO
- Assisted in developing HR processes and documents









### **Creative Manager**

Absolute Home Textiles absolutehometextiles.co.uk April 2016 - December 2020

- Develop a B2B marketing strategy to support the indirect and direct sales channels
- Achieving 200% revenue growth over 3 years, increasing average order value
- Utilising analytics tools to establish the success of campaigns, reporting to senior stakeholders
- Executing Email, Social Media & print marketing
- Experiment with a variety of organic and paid acquisition channels like content creation, content curation, event management, social media & lead generation campaigns
- Conduct Data Analysis for Google Ads
- Overall Business Planning as well as Campaign Planning, Sales & Marketing

- Redesigned Website to bridge the gap between current design and designers mock-up of the website
- Re-introduced homepage carousel
- Implemented sales funnels
- Removed distracting elements from product page
- Social Media Marketing, Targeted potential clients based on their proximity to the exhibition venue
- Successful recruitment of new team members via Facebook
- Boosted Coupons to segmented email list on social media platforms
- Adding and updating stock

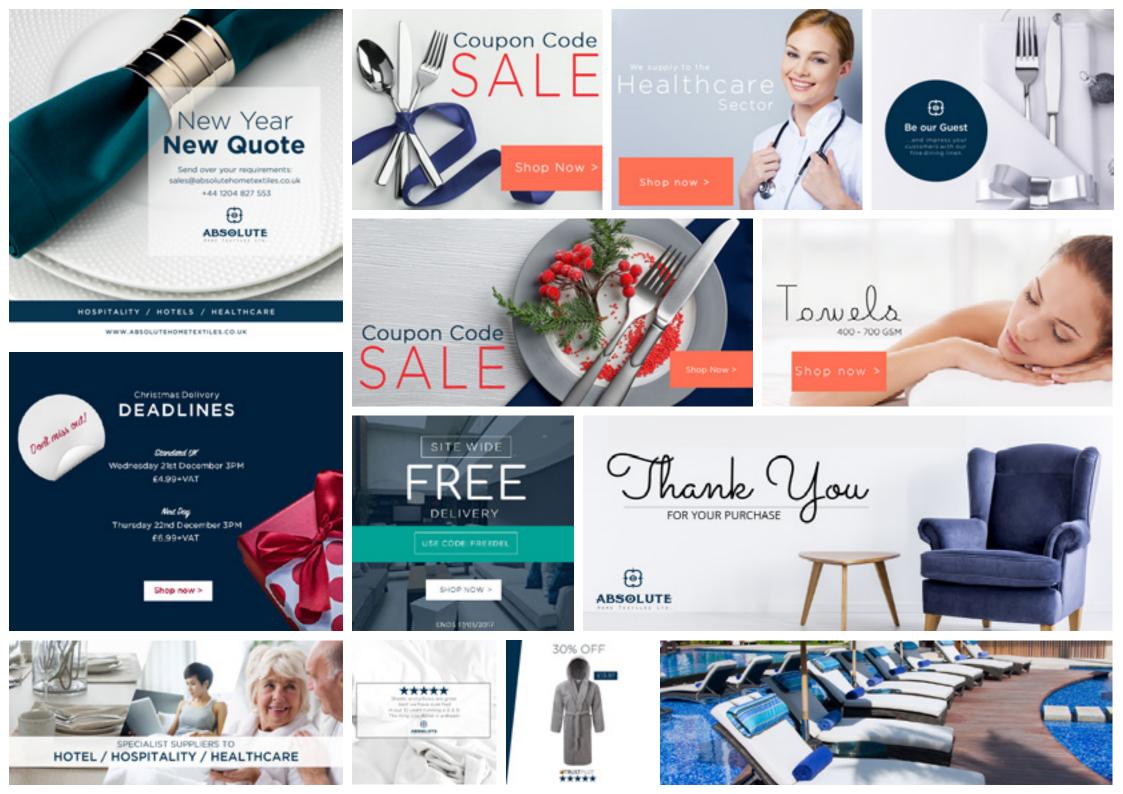


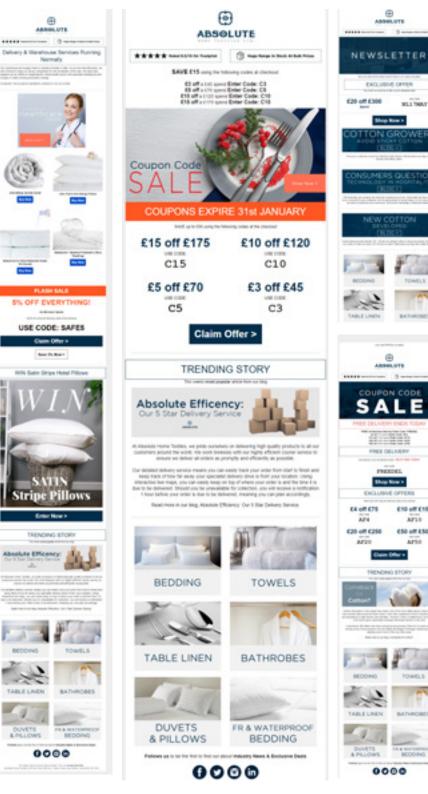


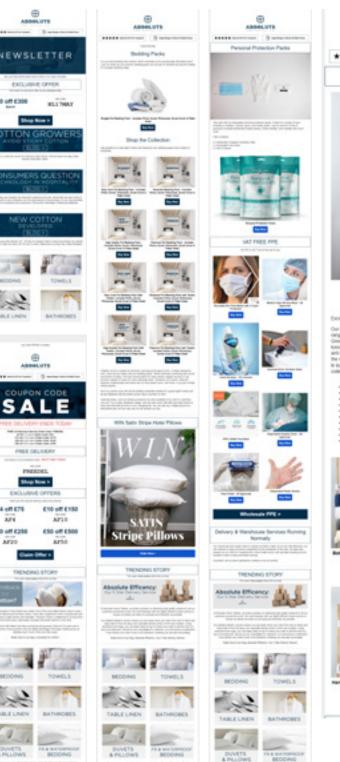
**2016 Product Catalogue** Catalogue showcasing products & pricing

- Managing stock of online catalogue
- Upselling products by creating promotions based on quantity
- Retaining & rewarding customers with loyalty discounts and vouchers
- Creating banners, holding pages and flyers
- Updating the backend of the ecommerce system
- Testing and improving website functionality
- Developing trendy marketing campaigns based on customer habits
- Writing user guides and training staff to operate the website
- Troubleshooting Customer services and Logistics departments computer issues

- Enhancing browsing experience on mobile devices
- Implementing responsive features to make website content more accessible







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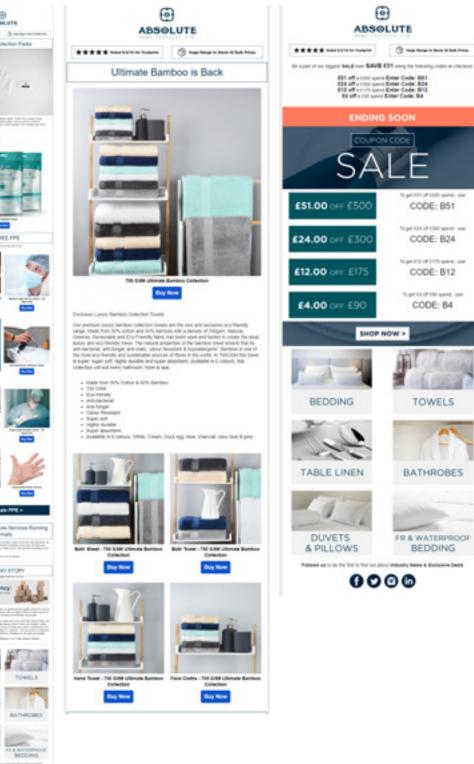
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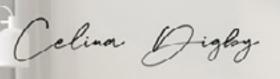
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Video Showreel Digital Marketing Agency Manchester

### **Creative Manager**

Absolute Home Textiles absolutehometextiles.co.uk April 2016 - December 2020

- Management of projects from concept through to delivery, including Logo Design, Typography, Branding & Identity
- Corporate Brand Development
- Lead content creation ensuring all Content Marketing is engaging and relevant to customer moments across all channels
- Building good relationships with clients. Developing a deep understanding of the client's business, brand, sector, competitors, and audiences as well as Content Management & Digital Strategy

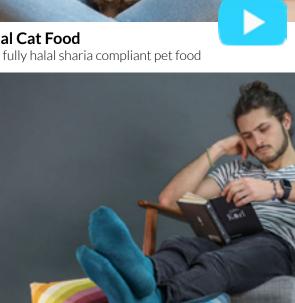
- Design, development & maintenance of websites and eCommerce platforms including Wordpress, Elementor, LearnDash, Prestashop & BigCommerce
- Reporting Analytics and Data with effective Visual Communication
- Bringing fresh ideas into the marketing department and ensuring that we remain at the forefront of the very latest marketing standards



**Digital Agency Trailer** Digital Marketing Agency Manchester



**Tiana Halal Cat Food** Worlds first fully halal sharia compliant pet food



## VIDEOGRAPHY

Book register the local ferring them and hains

damatics others. And us loss Her everything from script writing cation withing to will design and

Agency Services Booklet Services offered by Digital Agency





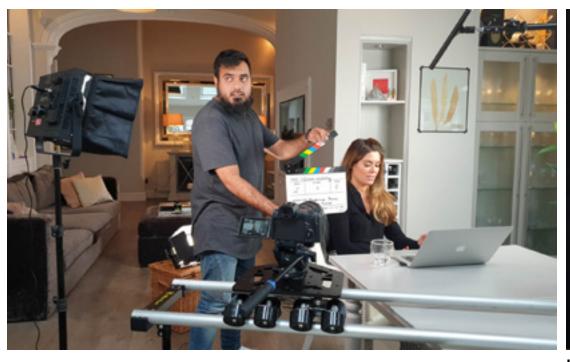


#### TURKISH COTTON TERRY TOWELLING BATHROBE

The Ultimate Turkish Cotton Bathrobe, Made with premium Turkish Cotton. The extra-long fibres make way for a super soft, luxurious, absorbent, cotton-towelling bathrobe. A very traditional bathrobe, perfect for all year roundwrap up. Whether you want to lounge post bath or just relax in. This bathrobe is your perfect as everyday necessity. The bathrobe is premium luxury for your business or self-use. This bathrobe is a large fit and wishes very well.

Products offered by British Wholesales







Teaser trailer for Instagram course

## **Content Director**

IIEPD iiepd.com April 2019 - December 2020

- Creating innovative user journeys that are highly-engaging, concise and maximise • conversion potential.
- Creating engaging content & bringing to life illustrations with Adobe After Effects & ٠ Adobe Premier
- Wire frame and design high quality mock-ups of apps before being passed to app ٠ development team
- Supporting and improving the brand, designing high quality assets across web, social & ٠ print

- Developing & delivering a variety of high-quality virtual events •
- Plan, build & execute unpaid and paid social media campaigns •
- Problem Solving through Teamwork & analytics •
- Produce Television quality educational Entertainment alongside industry leading • internet personalities

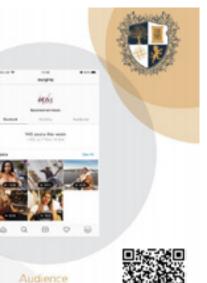


Learn Instagram with IIEPD Trailer for Instagram course

#### Activity

The Activity tab shows you the level of interactions your Instagram profile receives.

This includes the number of profile visits, website clicks and emails. It also shows you the number of impressions (post views) and reach (the number of accounts your content has reached out to).





And finally, the Audience shows you information a the majority of your follow

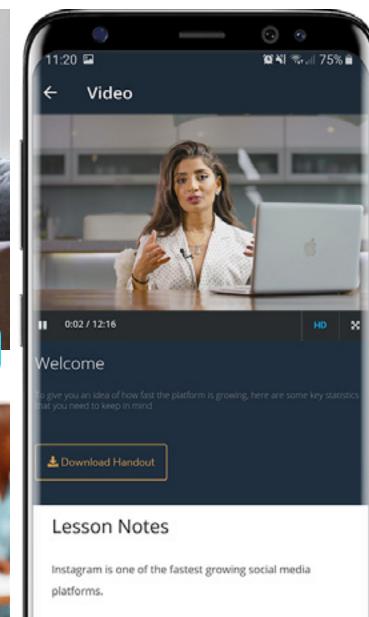
**IIEPD** Lesson Handout Additional course content



Welcome to IIEPD Welcome to IIEPD Training & Development



**IIEPD Digital Future Booklet** Proposal Booklet



Launched in 2010, Instagram went on to be acquired by Facebook in March 2012, for \$1 billion. And since this acquisition, the growth of Instagram has been nothing short of exponential. And even though Facebook owns Instagram,

< Previous Lesson



## **Creative Manager**

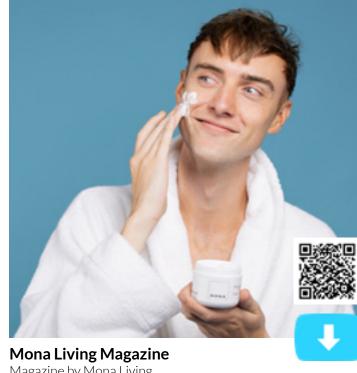
Mona Living monaliving.com October 2018 – December 2020

- Utilising a full range of digital creative tools, primarily Adobe Suite, to create and amend Graphic Design artwork as briefed.
- Creating digital or print ready output and ensuring that delivery is fit for purpose, and complies with core brand guidelines.
- Delivering concepts and ideas as completed designs that standout within the constraints of a fast-turnaround environment.
- UI/UX design utilising customer testing tools to draw behavioural insight from customer journeys
- Overseeing social media strategy and execution across global social platforms



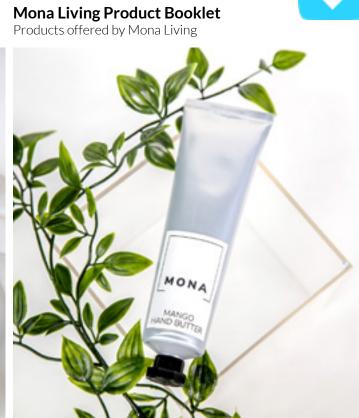
Mona Living Vegan Skincare New range of vegan skincare





Magazine by Mona Living





OUR

H E R O P R O D U C T S





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GRASS & MINT OT CREAM

COCOA & SHEA BUTTER & MENTHOL











**BossWomen X ITV X The Real Housewives of Cheshire** Television event broadcast to over 14 million views Worldwide

### **Senior Graphic Designer**

Boss Women News bosswomennews.co.uk March 2019 – December 2020

- Leading the brand expression across visual language, campaigns, social media, graphics and print to ensure strong and clear brand positioning as a route to competitive success
- Drive creative concepts for online & offline events to help establishing & nurturing a community
- Working closely with the social media team, delivering impactful social advertising campaigns & developing creative content to drive growth and engagement
- Managing workload and meet deadlines for campaign launches
- Featured on ITV Real Housewives of Cheshire



An Evening With Boss Women Women empowerment etvent



**Interview with Mari Rostern** Award winning beauty salon owner



The Boss Women Evening the brain worked inductivity to being to you a group of antitioning woman which have taken as the chailenge the workli have dimension at them, and through it all they have a chained antibility makes.

Scene walking to the North Fole. Some achieving keys to the etty. Others receiving UBEs and sample rational awards.



BossWomen PR Booklet Booklet about the debut event



What does Boss Women mean to you? 60 second Q&A









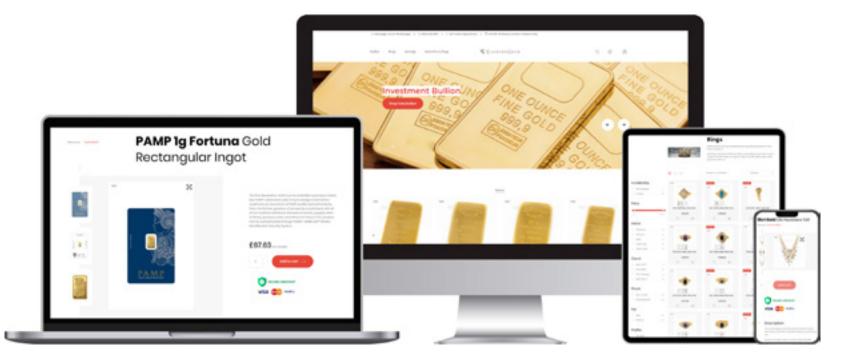
Interview with Mari Rostern -Owner of Award Winning Beauty Salon



The most effective way to empower women is to lead by example



Discover who you are and the confidence that comes with it



#### **Marketing Manager**

Eastern Gold Co easterngold.co.uk May 2011 - Present

- Create & establish E-Commerce solution for retail business
- Plan and execute the monthly marketing calendar for both online and retail channels
- Managing the marketing budget
- Liaise with marketing agencies and ensure work produced is aligned with business objectives
- Collaborate with other in-house teams to ensure effective & efficient marketing function
- Provide reports for all marketing channels
- Develop the Corporate Identity
- Conduct Market Research & Competitor Research via online tools & analytics

- Other Marketing Management responsibilities included Marketing Communications, Sales Management & New Business Development
- Re-engineered website theme to provide a better browsing experience by incorporating responsive design
- Implement google rich snippets to provide more detailed search results
- Ensure compatibility with multiple browsers
- Integrate company branding
- Developed a back-office tool to Automatically update product prices based on product attributes and categories.
- Replaced time-consuming, error-prone manual processes with automated solution.



**Eastern Gold Co. - Diamond Guide** Made in 2006, educationnal video about diamonds

- Rewriting complex sql statements into clearer and more efficient actions
- Themed with Bootstrap
- Integrated jQuery to provide a more pleasing experience
- Migrate products and their technical data from old, complicated website into new
- using MySQL
- Used troubleshooting and researching skills to find solutions to problems that were not addressed in the CMS documentation
- SEO and Google Analytics
- Photography & Image Editing of jewellery using software packages such as lightroom, illustrator and Photoshop.







Apollo 11 by Area 51 Promo for a new flavour

## **Brand Manager**

Area51 - iJoy eJuice mustyreviews.com June 2017 – December 2020

- Responsible for developing innovative Product, Brochures & Poster Design that meet and exceed our customer's expectations
- Work with product management to analyse customer requirements and propose suitable solutions
- Break down complex concepts into easy, understandable terms and effectively communicate appropriate to the audience
- Utilise analytics and customer feedback to create compelling conceptual designs
- Present design proposals to varying audiences
- Establish Integrated Marketing Communications
- Lead Brand Development & Merchandising
- Conduct Market Analysis & Competitive Analysis



Blueberry Ice Stik by Area 51 Promo for a new product



Musty Reviews mustyreviews.com June 2016 – Present

- **VIRAL Instagram filters** (1.6 Million ORGANIC impressions as of 4th June 2020 before new metrics were introduced, now 1.4M)
- **1.4 Million Organic impressions on 1 filter** 100k Captures, 7k Shares (1.2M after new metrics)
- Using ACF & CPT UI with Elementor Pro to make a swift & easy movie review platform

	Which X-Men Are You Visible		@ 250.5K	<b>@</b> 106.9K	₿ 7.8K
	Which Spider-Man Visible	<b>③</b> 41.5K	@ 55.4K	@ 21.2K	₿ 1.1K
P	Spider-Man Villain Visible	<b>⊚</b> 36.3K		@ 15.2K	¢ 789
	Ruby Lens Visible	© 22.2K	@ 3.7K	@ 918	\$ 76
3	HolographicAesthetic Visible	<b>⊚</b> 5.7K	@ 6.7K	@ 1K	\$ 72
	V/H/S-2 Visible	⊗ 1.7K	(2) 799	₿72	A)11
	V/H/S-1 Visible	∞ 644	⑦ 744	(a) 134	AP 19
Try the fi	lters				Ø

Try the filters on Instagram @Musty Reviews

## **MARCHESA SPRING 2013 READY-TO-WEAR**



# PAUL SMITH "ROBERT" SANDALS 2014

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	Show Size Guide	
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	Delivery	
	Returns & Exchanges	
	Kari Gan (Danna Kan, B	-

## Social Media Marketing Consultant

Manchester Museum museum.manchester.ac.uk July 2020 – August 2020

- Freelance Role for South Asian Heritage Month which was in conjunction with Manchester Museum, British Council and Electric Bazaar
- Multichannel Online Marketing & Social Media Content Creation
- Online Advertising via Social Media Optimization (SMO) & Content Strategy
- Converting a Zoom Webinar into a High Quality Digital Media Presentation
- Effective Marketing Communications via Facebook, Instagram, Twitter, LinkedIn & YouTube



## Social Post & Zoom Webinar Presentation

South Asian Fashion: Cultural Appropriation vs Cultural Appreciation Discussion



## Freelance Video Editor

FindBakers findbakers.com July 2020 – August 2020

- Creating engaging advert to promote the brand. The core purpose of the video is to advertise the B2C aspect of the service
- Video Editing & Video Production of Stock Footage
- Motion Graphics & Video Post-Production via Adobe After Effects, Adobe Premier & Final Cut Pro
- Help establish visual Marketing Communications



**Findbakers Promo** Promo for B2C audience

01 E-Commerce

VIEW PORTFOLIO >



VIEW PORTFOLIO >



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VIEW PORTFOLIO >

**Email Marketing** 

04





VIEW PORTFOLIO >