PERSONAL INFORMATION   Andrew Higgins

- Director of Development Glyndebourne
- Trustee at British Youth Opera
- Chair of Opera Europa Fundraising Forum

WORK EXPERIENCE

2008-present — **Director of Development Glyndebourne**
Glyndebourne, Uk

2007-2008 — **Head of Marketing and Development Hackney Empire Theatre**

2003-2007 — **Head of Marketing and Development at English Touring Opera**

2001-2004 — **Head of Marketing at English National Opera**

1998-2001 — **Director of Marketing and Funding San Francisco Opera**

1990-1998 — **Marketing and Tele-Fund Manager New York City Opera**
Managing telemarketing team responsible for tele-funding, subscription and group sales selling

EDUCATION AND TRAINING

2012-2015 — **Cardiff Metropolitan University - Doctor of Philosophy (Ph.D.)**
Literature - Tolkien Studies

PERSONAL SKILLS

Mother tongue(s)   English

Communication skills   ▪ good communication skills gained through my experience as director of development for many years

Organisational / managerial skills   ▪ leadership

Job-related skills   ▪ good command of solving problems

Digital skills

SELF-ASSESSMENT				
Information processing	Communication	Content creation	Safety	Problem solving
Proficient	Proficient	Proficient	Proficient	Proficient

Levels: Basic user - Independent user - Proficient user
Digital competences - Self-assessment grid

- good command of office suite (word processor, spread sheet, presentation software)
- good command of photo editing software gained as an amateur photographer

Other skills
Driving licence   B

I authorize the processing of my personal data in compliance with the GDPR and the Legislative Decree 30 June 2003, n. 196 "Code regarding the protection of personal data.

I, the undersigned, aware of the criminal penalties, provided by art 76 DPR 28/12/2000 n 44 of the Italian law in case of false declarations and falsification of documents, declares pursuant to art. 46 and 47 DPR 445/2000 which what is contained in this cv is true.

Micon, 18/3/19