

Professional Profile

A high-achieving, energetic leader with superior communication, negotiation, problem solving, motivational and management skills. Demonstrated ability to get results in complex and high ambiguity environments. Successful track record helping constituencies of widely differing backgrounds, and interests reach consensus and work concertedly for mutual benefit. Excellent public-speaking abilities and track record of successful results representing international organisations and Fortune 50 companies at the international level. Proven track record working with large organisations on long-term projects of critical importance.

Areas of Expertise

Senior Management	Strategic Policy Development	Project Management
Government Relations	Negotiation	International Law
Consensus Building	Leadership	Diplomacy
Public Speaking	Motivation	Constituency Building

Career Highlights

- Almost two decades of success in increasingly senior management roles in both non-profit and for-profit organisations.
- More than a decade of experience in international strategic policy development and intergovernmental negotiations successfully collaborating with civil society and private sector non-governmental organisations (NGOs), Fortune 50 multinational corporations, and international NGOs representing industry and Intellectual Property rightsholders.
- Proven expertise in negotiations across a wide variety of disciplines – from multi-million-dollar intellectual property exploitation agreements in the private sector to multilateral treaties in the public sector.
- Demonstrated commitment to high performance, and inspiring those I lead by creating and fostering an environment that rewards taking responsibility and initiative.

Employment History

Computer & Communications Industry Association

from May 2010

Geneva Representative

Responsible for representing the interests of CCIA and its member companies to the United Nations, its specialised agencies, and UN member-states in Geneva. Duties include bilateral and multilateral Intellectual Property discussions at the World Intellectual Property Organisation, representing the ICT sector's views on electronic commerce at the World Trade Organisation, and in Geneva-based Internet Governance policy activities. As CCIA is the only ICT sector trade association with a presence in Geneva, Nick is relied upon by member-states and UN staff as a source of expert knowledge on the public policy perspective of the entire ICT sector.

As a part of this role, Nick is the founding co-ordinator for "Copyright for Creativity," a coalition of industry associations and NGOs in Europe working on EU copyright policy. Nick's efforts and reputation across many sectors have been integral to the successful creation of a 'big tent' under which a diverse group of interests gather to advocate common positions.

NICK ASHTON-HART

Google, Inc.

January 2011 – June 2012

Consultant-Advisor

Adviser to Google, Inc. for strategic relationship development with the music sector across its music-related products like YouTube and Google Music. He also works as a cross-departmental resource helping the company develop its approaches to international copyright licensing policy initiatives. His role involves providing introductions and strategies for successfully concluding major deals between Google properties and music sector rights holders as well as introducing some of the world's most famous and successful artists and their representatives to the value proposition in YouTube, Google Music, and the Google + social network.

Internet Corporation for Assigned Names and Numbers

Sept. 2006–May 2010

Senior Director for Participation and Engagement (December 2009 – May 2010)

Director for At-Large (January 2007 – November 2009)

Consultant (September – December 2006)

Responsible for the development and implementation of strategic initiatives to develop ICANN's capacity to respond to the involvement of existing stakeholders (from governments to individual Internet users' representatives) that engage in policy development globally as a part of the multi-stakeholder based foundation of ICANN. The post is also responsible for coordinating initiatives throughout the Organisation to bring new stakeholders into ICANN. The role required considerable diplomacy, organisational development and consensus-facilitation skills relating to stakeholders throughout the world and from all different socio-economic backgrounds, as well as providing strategic advice to the senior staff and Board. These positions involve responsibility for a seven-figure budget and associated staff. In seniority it ranks directly below that of the officers of the organisation and is equivalent to a D-2 position in the International Civil Service.

My responsibilities as Director for At-Large included delivery of supporting services and management of staff associated with the individual Internet users constituency of ICANN (known as the "At-Large" community), the most diverse and globalised stakeholder community participating in ICANN. The role involved extensive contact with the community assisting them in representing their views to the other stakeholders participating in development of the areas of Internet governance policy within ICANN's remit.

Consensus Optimus

January 2005 – September 2006

Principal

Responsible for all aspects of operation and service provision for this small boutique consulting firm providing policy representation services to non-governmental organisations, civil society representatives, for-profit and non-profit industrial representatives working with governments, coalition-building, multilateral treaty development and strategies for success in working concertedly with UN member-state Governments and staff of UN agencies. Specialises in helping disparate interests find common ground on difficult issues and then helping take that consensus and effectively represent it. Clients range broadly from consumer representatives, online civil rights NGOs, intellectual property rights holders, think tanks and Fortune 50 enterprises, as well as international trade associations representing commercial interests.

International Music Managers Forum Ltd.

January 2003 - January 2005

Executive Director

Chief executive of this worldwide umbrella non-governmental organisation representing the interests of popular musicians/composers and their managers. Responsible for managing the organisation's finances, administrative affairs, and staff, reporting directly to the Secretary General and the Council. Developed annual budgets and successfully piloted these budgets through an approval process involving both the executive Council as well as the General Assembly of all members. Key role in developing policy objectives and strategies for consideration by the Council and General Assembly of the organisation. Main representative for the organisation with the United Nations and its specialised agencies, in particular the World Intellectual Property Organisation (WIPO), UN member state delegations at all levels, the European Commission and Parliament, and other international NGOs.

Subversive Music Management Ltd./Intrigue Music Management (Europe) Ltd.

Managing Director

March 1999 –April 2004

Responsible for all aspects of the professional careers of some of the music world's most successful and influential featured artists, from James Brown ("The Godfather of Soul") to Heaven 17. This included: negotiating with and managing relationships with major recording companies, concert promoters, music publishers, broadcasters, and all other third-parties – relationships which individually could generate more than a million dollars yearly for the artist. Helped 'reposition' these artists to be more relevant and 'cool' for modern audiences in global PR campaigns. Managing the affairs of a legendary artist like James Brown is the summit of this global profession and involves responsibility for many millions of dollars annually in turnover from a wide variety of sources.

Lansharks (UK) Ltd.

March 1997 – March 2000

Managing Director

Successfully managed this IT consultancy business, including relocating the business from the USA to the UK whilst growing revenues and customer relationships. Proven results as a senior consultant, helping companies of all sizes successfully develop and implement IT strategies to maximise the strategic business advantage IT systems can provide. Periodically served in a consulting capacity to selected clients, primarily when the engagement required acting as an interim IT Director/CTO/CIO. These engagements routinely involved decisions on large capital equipment and services purchasing, as well as management of dozens of IT staff in high-pressure environments undergoing rapid change. Often involved in the selection process of permanent staff to replace me in these interim posts. Proven track record in finding and implementing innovative, cost-effective solutions to a wide range of business issues. During my tenure as MD, the company never lost a client to a competitor or due to client dissatisfaction.

Patti Roscoe & Associates

June 1992 – March 1997

Systems Administrator / Director of Information Services

Successful management of the IT infrastructure for this successful US travel services business. Restructured antiquated IT systems and brought the benefits of the Internet – email, group calendaring and wide area networking – at the dawn of the Internet age, providing a great advantage over competitors. Promoted on merit from Systems Administrator during my tenure.

Non-Executive Directorships and Pro-Bono Activities

Lansharks (UK) Ltd.

2000-2007

Director of Strategy

Responsible for development of the overall strategic direction of the business. Assisted the MD with capacity planning and premier client relationship management for selected long-term clients.

Liberal Democratic Federal Party Working Group on International Law 2005-2006

Member

Invited by the UK Liberal Democrats to participate in drafting the official party position on the development of International Law. The Party adopted the result in Autumn 2006. Main area of contribution: The importance of a Liberal Democrat administration making it a key foreign policy objective to bring up-to-date the system of treaties governing the non-proliferation of nuclear, chemical, and biological weapons. A position in this respect was ultimately included and the party's pressure in the UK House of Commons helped alter the Government's decisions on replacement of the UK's entire Trident nuclear weapons system. Other members of the working group included several members of the UK House of Lords, House of Commons, and Members of the European Parliament.

**Liberal Democratic Federal Party Working Group on
International Trade & Investment**

2003-2004

Member

Invited by the Liberal Democrats to participate in drafting the party position on the development of International Trade and Investment. The result was adopted by in 2004. Main area of contribution: The role of Intellectual Property in sustainable development, poverty reduction, and of technology transfer of certain IP technologies in producing better living standards and environmental protection. I was also successful in persuading the working group to highlight the need for international trade policymaking to take into account the effects of migration of capital and manufacturing on both the source and destination countries.

Shelter the World, Inc.

1991-1997

Director of External Relations & Co-Founder

Participated in the formation, strategic development and planning, and executive and non-executive director recruitment for this not-for-profit started by myself and several friends and colleagues. I was responsible for acting as the representative for the charity, with the mission of helping to involve the music industry in fund and awareness-raising for the UN's sustainable development agenda. A key part of my duties was extensive involvement in the negotiations at the Second UN Conference on Human Settlements (HABITAT II) in 1996, as well as the preparatory process associated with it.

**United Nations' International Year of Shelter for the Homeless
North American Coordinator of Musical Event Fundraising**

1987

Worked to coordinate involvement of US music community in activities related to the IYSH, raising funds and awareness of the problems of lack of adequate shelter and unsustainable urban development.

Education

High School Diploma, Camelback High School, 1985

Postgraduate Certificate in Laws, University of London, 2009

(course of study should finish in 2013 with an LLM in International Intellectual Property Law)

Nationality

United Kingdom of Great Britain and Northern Ireland

United States of America

Languages

English (native)

French (basic)

References

Available upon request. Several are visible online at the URL below.