

Curriculum Vitae

Male

D.O.B. 22 September 1968

Number of years working in industry:

30 years 6 months



Candidate ID Number: 11918

Nationality: British

Language Skills:

Fluent: English

Good: Norwegian

Permitted to work in: Sweden, Spain, Portugal, Italy, Ireland, Greece, Germany, France, Finland, Denmark, Belgium, Austria, UK - United Kingdom

Position Sought: Spa Consultant, Regional Senior Manager, Spa Director

Personal Statement

I have over twenty years of experience in corporate level management & consultancy with the 15 years as CEO of Spa / health & beauty companies. I am a strategic business planner, team leader and effective people manager with international experience of setting up and managing successful Spa operations and health & beauty companies. Throughout my career within health & beauty management, I have remained 'finance focused' by utilizing my business education to drive forward a variety of projects. I can develop new revenue streams as well as provide continuity and development in existing business relationships. I am comfortable and confident to successfully close complex negotiations at all financial levels.

I believe in the process of leading others to lead themselves. The focus of any success in which I am involved will be on the team as opposed to on me personally, as my own strengths in management will be multiplied by the successes of those around me.

I am articulate, presentable, adept at networking and socializing, and I am comfortable in all milieus.
Seeking work in UK and International Locations.

Employment History:

August 1995 - Present - Spa Consultant at (most recent employer hidden for confidentiality) >Multi-location, Norway, (Hotel Spa)

Duties included:

As a Spa Consultant I have produced a variety of feasibility studies covering 'if, what and how' a Spa should be set up. I have experience with concept planning & positioning, programs & treatment protocols, management, personnel structure & development. I have also worked with hotel & Spa integration & asset building to include brand creation, adoption and / or customization. I have provided clients with brand marketing tools to support and analyze sales of products and margins. I have set up ongoing management systems to include procedures and reporting, and budget reporting.

I have consulted in the following areas:

GENERAL:

- Current operational analysis (SWOT)
- Market research & feasibility study
- Concept planning & positioning
- Design criteria
- Products, programs & treatment protocols
- Leadership, management & personnel development
- Standard operating procedures
- Hotel & Spa integration & asset building
- Brand creation, adoption or customization
- Brand marketing tools & support
- Brand standards

- Sales, products & margins
- Ongoing management systems
- Procedures and reporting
- Budget reporting

TEAM RECRUITMENT & TRAINING:

- Job descriptions
- Person specifications
- Contracts
- Team motivation & incentives
- Performance monitoring & reviews
- Treatment & product training
- Sales training
- Management training

ONGOING MANAGEMENT SERVICES:

- Team communication
- Success measures
- Review of VPG, margins & cash flow
- Service volume capacity
- Maintenance of standards
- Updates and improvements implemented
- Market trends monitoring
- Marketing efforts
- Team training
- Guest & employee retention
- Net profit analysis

Products worked with:

As consultant, I have come into contact with many brands.

August 1995 - May 2011 - Spa Consultant at Olavesen UK Limited, Multi-location, UK - United Kingdom, (Hotel Spa)

Duties included:

Same as above

Products worked with:

As a consultant, I have come into contact with most products and spa brands.

Education and Qualifications:

2008 ESCP-EAP, Paris

MBA hons

Masters degree, Business administration (MBA hons)

1980 Salford University

Bachelors degree, Television production

Vocational Qualifications

Trained in all Microsoft programs

Trained in all Adobe programs

Hobbies and Interests

Equine sports, photography, art, ballet, literature, 20th century history.

