



Daniel Grima

APPLYING FOR ACCOUNT MANAGER - NZ

Employment History

Owner of Dan Grima Real Estate, Royal LePage Sussex, North Vancouver, Canada

DECEMBER 2020 — JANUARY 2023

Responsible for all aspects of launching and growing a new business. Included marketing, networking, customer relationship management, finance and building strategic business to business alliances. I received 'Rookie of the Year' in my first year of business along with a President's Gold Award, meaning I was in the top 6 to 10% of real estate agents in my marketplace.

My second year, I received a Director's Platinum Award, representing the top 5% in my marketplace. I delivered training programmes, supported other real estate agents, and mentored new agents. During this time, I received 31 Google reviews from very satisfied clients all with a 5-star rating.

Founder/Owner Operator of Rugged Adventure Tours, North Vancouver, Canada

JANUARY 2019 — MAY 2022

After thorough market research I developed several outdoor tours targeting a gap identified in the market. My most popular tour took tourists and locals on a guided tramp to showcase the best of the rugged waterfalls and canyons that entice tourists to BC. The tour quickly become one of Vancouver's most popular experiences. I was approached by Airbnb to become the community leader for Airbnb Experience's in Metro Vancouver. In this role I helped provide a place for operators to discuss market trends, share ideas and grow together. Sadly, Rugged Adventure Tours came to an end due to Covid-19. Although my webpage no longer exists, please view my [Airbnb Experience Page](#) to see the tour description and over 540 5-star reviews.

Manager of Camps and Corporate Adventure Training, Grouse Mountain Resort, North Vancouver, Canada

APRIL 2012 — MAY 2019

Grouse Mountain Resort is one of Vancouver's largest tourist attractions, it is a ski hill in the winter and an outdoor adventure location in the summer. I approached Grouse Mountain Resort with an idea to launch a summer camps programme to attract and engage local children to spend time outside and connect with nature. The concept was welcomed and my role to design, develop and implement an adventure camps programme was born. Creative design of unique and engaging summer activities included the introduction of an outdoor climbing wall and archery. My role included hiring camp leaders, development and delivery of staff training programmes, and overseeing the operations and quality of summer camps. The position evolved into heading corporate team-building programmes. During a busy season I managed 45 team members. The largest corporate team building programme I put together was a custom designed event for a group of 500 adults.

Details

7 Sarah Street, Christchurch,
New Zealand
0221604544
dan@dangrima.com

Links

[Rugged Adventure Tours Experience](#)
[Grouse Mountain Camps](#)
[LinkedIn Profile](#)
[Real Estate You Tube Channel](#)

Skills

Customer Service

Sales

Relationship Management

Social Media Marketing

CRM Experience

Communication

Project Management

Zoom Meetings

Program Development

Account Management

Hobbies

tramping, rock climbing, kayaking,
running, gardening

Supervisor, Mentor and Councillor, Catching the Spirit, Vancouver, Canada

APRIL 2012 — AUGUST 2013

This role was to supervisor, mentor and council youth aged 12-16. With a primary focus on developing leadership skills in youth, growing connections with the local community through philanthropic stewardship projects including tree planting, fence building and planting of native species.

The activities for the two nights and three days of 20 youth are written and lead by our Peer Leader team (youth aged 14-16 years) with input, guidance and management from myself. I worked closely with Metro Vancouver Parks to develop the stewardship programmes.

Senior Outdoor Instructor and Academy Tutor, Treejumpers, Paddock Wood, United Kingdom

MARCH 2010 — AUGUST 2011

As senior instructor I led sessions on over eighteen activities, trained potential instructors, and interacted with group organisers. I managed groups of up to 140 students with responsibilities that included those of event coordinator, duty supervisor, corporate instructor and academy tutor.

Treejumpers, being a new centre, gave me the opportunity to play a pivotal role in the development of policies and procedures, risk assessments and the introduction and action of new ideas and activities. I worked with groups of all ages and abilities with particular focus on those with behavioural difficulties aged 15-18 years. Most notably, my role as duty supervisor focused my responsibilities on ensuring high quality sessions from my instructors. My operations responsibilities included customer service, writing programmes, sales, conflict management, first aid and centre maintenance. My role as academy tutor was three-fold; delivery of all lessons, writing all lesson plans with a focus on embedded learning, and recruitment of new students and marketing strategies. I also had the opportunity to work with local government agencies to secure funding for youth in this programme.

Education

St. Bedes, Upper Dicker, United Kingdom

SEPTEMBER 2002 — JUNE 2004

Graduated High School with 11 GCSE's

A*: Photography, 3D Design / Ceramics, Drama

A: Graphics / Art, Design Technology, Geography;

B: Business Studies, English Language, English Literature, Mathematics, Humanities

Lewes Sussex Downs College, Lewes, United Kingdom

SEPTEMBER 2004 — JULY 2006

Graduated from College with 2 A-levels. An A* in Photography and a B in Geography.

University of British Columbia, Vancouver

JUNE 2020 — MARCH 2021

Real Estate Trading Services Licensing Course

Courses

Preparing to Teach in the Life-Long Learning Sector, OFQUAL

MARCH 2010 — APRIL 2010

NVQ in Outdoor Education

JUNE 2009 — APRIL 2010

Extra-Curricular Activities

Volunteer at District of North Vancouver, North Vancouver

FEBRUARY 2015 — DECEMBER 2022

Volunteered pulling invasive plants, trail maintenance and planting native species. This was a regular family activity for us. My boys were proudly announced Youth Volunteers of the Year by the district.

Lead at 'Real Canadian Shoreline Cleanup', Vancouver, Canada

JULY 2012 — MARCH 2022

Hosted annual cleanup events engaging friends and members of the public to clean a section of coastline and consider their impact on wild spaces and its conservation. This included providing safety talks, PPE, and debrief reports so data can be analysed and action taken to reduce certain littler types in particular areas.

Stanley Park Ecology Society – Vancouver, Canada

DEC 2011 — NOV 2012

Summer Bio Blitz - involvement in the insect survey, hummingbird banding and mist netting of bats. Annual seawall bird survey and monthly bird counts at Lost Lagoon and Beaver Lake. These surveys help to monitor bird numbers and better prioritise projects that can help with conservation of declining ecosystems.

Artists for Conservation – Vancouver, Canada

APRIL 2015 — NOV 2018

Gallery host and art interpretation guide. Artists for conservation support wildlife and habitat conservation, biodiversity, sustainability, and environmental education through art. Funds from the sale of artwork go directly to new projects that help areas in need of conservation.

Wild Bird Trust of BC – Maplewood Flats, Canada

DEC 2011 — NOV 2017

The Wild Bird Trust of BC is a non-profit society that manages Maplewood Flats in North Vancouver situated within the traditional and unceded territory of the Tsleil-Waututh Nation. The area is composed of a 96 hectare intertidal zone of mudflats and salt marsh. Industry decimated the natural environment here, thankfully the land was brought and restored. My role here was to volunteer with planting, trail maintenance and bird surveys.

References

References available upon request