



MICHAEL JAMES WINNARD

CONTACT INFORMATION

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PROFILE

An experienced professional and empathetic leader with a broad range of capabilities, excelling in key roles across various disciplines including customer service, project management, product management, and commercial management. I am driven by a passion for success, demonstrating analytical acumen and a strong focus on achieving strategic objectives. My strengths lie in leading and engaging people and teams to reach their full potential, utilizing a programmatic structure and commercial focus.

I have a proven track record in successfully driving and managing large-scale, effective transformational change, ensuring sustained improvement and growth within organizations. On a personal note, I aspire to continuously foster a collaborative, fun and welcoming environment, whether it be in my professional or personal life.

GENERAL SKILLS AND COMPETENCIES

- Experienced in personnel leadership and development
- Well-versed in project management
- Skilled in utilizing the Microsoft Office suite (Word, Excel, PowerPoint, and Outlook)
- Adept in interpersonal communication
- Seasoned in mentoring and coaching
- Strong skills in structuring as well as selecting methodology and approach

WORK EXPERIENCE

Business Manager - Planning & Design Management

OBH Rådgivende Ingeniører | 2022 -

Job description

- As a Business Manager at the consulting engineering company, OBH Rådgivende Ingeniører, I reported directly to the Chief Production Officer, driving business development initiatives and overseeing project management to ensure alignment with strategic goals.

Core responsibilities

- Leading cross-functional transformational change and knowledge sharing activities
- Developing and implementing strategic action plans, ensuring delivery met quality, time and cost expectations from all relevant stakeholders
- Through clear communication and a collaborative approach, I supported and provided motivating leadership to a team of 4 team leaders, 5 project managers and approximately 40 consulting engineers

Skills and competencies gained from work experience

- Further developed experience in reporting and collaborating directly with the executive management
- Honed skills in foreseeing and adapting to shifts in the environment and business needs, modifying implementation strategies and priorities to ensure alignment with the overall strategy

Head of Operations - Global Marine, Offshore and Energy

Egencia Denmark A/S (now: Amex GBT Egencia, an Expedia Company) | 2018 - 2022

Job description

- As Head of Operations in the Global Marine, Offshore and Energy department at the Egencia Group, I led a team of over 100 employees across five global POS, streamlining operations in complex, culturally diverse, and international environments.

Core responsibilities

- Defining the structure and strategic baseline for the Global Marine, Offshore and Energy department
- Successfully leading teams in multiple markets around the world through definition and implementation of a global 24/7, 365 day a year product and service offering
- Leading for quality and performance, continually exceeding KPI targets

Skills and competencies gained from work experience

- Strong ability to communicate effectively with global team members, clients, and stakeholders, fostering positive relationships and a collaborative work environment.
- Capable of thriving in dynamic and fast-paced environments, managing change with agility and maintaining focus on achieving strategic goals.

Head of Operations - Denmark

Egencia Denmark A/S (now: Amex GBT Egencia, an Expedia Company) | 2013 - 2017

Job description

- As Head of Operations in Denmark at Egencia Denmark A/S, I managed a team of 160 employees, optimizing operational processes, enhancing service delivery, and driving efficiency to support the company's strategic goals.

Core responsibilities

- Leading the Danish Service Delivery organization through the change process after the merger of the Via Travel Group and Egencia.
- In addition to ensuring a smooth transition to the Egencia (an Expedia Company) technology platform, I continually focused on improving service delivery quality KPI's and the welfare of our staff.

Skills and competencies gained from work experience

- Skilled in stakeholder management, effectively communicating and collaborating with teams across different levels and functions.
- Strong focus on performance metrics with a proven track record of improving service delivery quality KPIs.
- Adept at fostering a positive work environment, prioritizing employee welfare and engagement.

Travel agency manager

Via Travel Group, Denmark | 2005-2012

Job description

- As a travel agency manager, I led and coached a team of 60 employees, overseeing daily operations and driving business growth through strategic planning and team development.

Core responsibilities

- Full staff and budgetary responsibilities for operations in all agencies in Denmark

Skills and competencies gained from work experience

- Gained proficiency in analyzing outcomes and implementing a systematic problem-solving strategy to efficiently tackle challenges and risks

EDUCATIONAL BACKGROUND AND QUALIFICATIONS

Executive Certificate in Business Administration - CBA

AVT Business School, Denmark | 2008 - 2009

Academic Focus:

- The Executive Certificate in Business Administration is designed to equip professionals with essential business acumen and managerial skills. This program is tailored to enhance competencies in strategic planning, leadership, and operational efficiency, enabling participants to excel in complex business environments. The curriculum provides a comprehensive exploration of vital business domains like finance, marketing, and organizational behavior, nurturing a holistic understanding of business management principles.

Harvard Business School Publishing's Essential Leader Program: Developing as a Leader

AVT Business School, Denmark | 2008 - 2009

Academic Focus:

- This program aims to enhance the leadership capabilities of emerging leaders. It emphasizes honing critical skills like strategic decision-making, proficient communication, and ethical leadership. The primary objective is to cultivate a transformational leadership approach capable of navigating organizations through complex and ever-changing business environments effectively.

General Management Seminar

University of California at Berkeley | 2008-2008

Academic Focus:

- The General Management Seminar at the University of California, Berkeley, aims to improve leadership skills and strategic foresight among seasoned professionals. Through this intensive program, participants explore advanced management theories, refine decision-making abilities, and adopt creative problem-solving techniques to address complex issues in the global business landscape.

Bachelor of Business Studies - BBS

Massey University, New Zealand | 1979 - 1982

Academic Focus

- The Bachelor of Business Studies programme at Massey University provides a rigorous academic foundation in business theory, coupled with practical applications in various business disciplines. The program emphasizes analytical skills, strategic planning, and a deep understanding of the dynamics of business operations, preparing graduates to excel in diverse and competitive business environments.