**Profile**

A focused and highly motivated strategic planner with an extensive interest in Banking, Investing, IT and Sales that is both effective and relevant. I am passionate about being a team player and bringing out the best in a company by working together toward a common goal.

Executive manager, Sales leader, Consultant & Board Member with over ten years experience culminating in an MBA and fluent and/or conversational in five languages.

Substantial senior-level responsibilities including programming & producing, organisational development & change management, finance & budgeting, buildings & operations, marketing & customer service. I am experienced and proficient in various IT platforms.

I enjoy working as part of a team but am fully capable of working independently and am a detail oriented person.

**Business Experience**

M & G Venture Group LTD – Senior Management Consultant

(5 years and 2 months)

* Developed SAAS sales strategy for internet company specialising in the import and export market
* Successfully managed bootstrapped and debt free start up
* Quickly expanded from the UK to the rest of Europe and then worldwide
* Formed a subsidiary company ‘Techigoo’ which allowed the business to more easily expand
* Expanded ‘Techigoo’ operations and opened warehouses in France, Spain, Germany and Canada
* Diversified business to included sales of a fulfilment service for other online operators
* Increased Sales of services for fulfilment to operate in a similar way to Amazon services and began offering consulting services to others wanting to start up online

Imaginary Pictures – Project Manager

3 years and 2 months)

* Consulted with stakeholders on their financial and creative objectives
* Implemented framework for accountability and goal oriented strategies
* Offered risk assessments and ensured the aims of the projects were met
* Supervised the costing and billing procedures
* Provided unbiased views to the board of directors

Capabi Consulting – Management Consultant

(4 years and 6 months)

* Analysed and prepared reports including SAAS software based decision making software.
* Tailored strategic frameworks geared to the SME sector
* Interest in projects with financial problem solving requirements
* Industry specialism in Hospitality and Restaurant financial analysis
* Provided debt management as well as long term financial planning services

INSAAN Arts Council – On Board of Directors

(1 year and 3 months)

* Advised on appointments of Senior management
* Determined strategic sales objectives and analysis of stakeholders’ individual goals
* Project managed progress of team in achieving determined objectives
* Offered prudent financial analysis and budgetary assessments

**Other Professional Experience**

Sales Consultant **– International Academy of Performing Arts, (IAPA)**

**(5 years and 10 months)**

* Created the Arts Based Language Education (ABLE) curriculum that is now being used in many countries around the world
* Managed analysis and strategy development tasks, including evaluating the current internal and external market position based on multi-focus layer approach
* Managed the focus on multi-channel online strategies for increasing international exposure
* Lectured on varying Music Theatre vocal styles and vocal pedagogy
* Expanded courses for students’ group and one on one lessons to develop vocal technical proficiency
* Continue to support young professionals that have been successful in obtaining roles in professional shows such as; Wicked, Les Misérables and Phantom of the Opera, Book of Mormon and Harispray
* Designed program with international links and began work on material leading towards PHD

Head of Musical Theatre Department **/ Vice Principal – UK Theatre School**

**(5 Years)**

* Established a successful community outreach programme
* Oversaw the creation of Non profit partnerships as well as effecting positive change in the existing for profit relationships
* Developed and implemented music theatre curriculum encompassing a high level of vocal technique
* Assistant to the Principal and provided support in change management
* Revamped the ‘Acting through song’ module into a world class course and created the award winning ‘Masterclass’ performance program
* Developed partnerships with international institutions
* Former Students were accepted at all the major theatre schools in London and achieved successes internationally
* Ensured all administrative and management aspects of the course were coordinated
* Lectured on cognitive and psychological relationships with performance practice

**Education**

**MBA - University of Strathclyde – Master of Business Administration**

* Distinction graded MBA thesis which focused on entrepreneurial start-up strategies, comparing online to brick-and-mortar businesses
* Top 50 Business School with triple accreditation (AACSB, EQUIS, AMBA)
* MBA specialised on global market analysis using techniques such as scenario analysis, followed by the development of competitive strategies
* Main focus on strategy and curriculum development application

**Masters of Opera - Royal Scottish Academy of Music and Drama**

* Winner of the Thomas Sivewright Catto award for the 2nd consecutive year
* Awarded the prestigious Leverhulme Full Scholarship
* Prepared and performed the lead roles of Fenton and Lysander
* Focussed on pedagogical research relating to role preparation

**Masters of Music - Royal Scottish Academy of Music and Drama**

* Awarded Full Scholarship
* Winner of the Thomas Sivewright Catto award
* Performed with the Royal Scottish National Orchestra under the direction of Guido Ajmone-Marsan
* Prepared and performed various lead roles including *Don José*, Lensky & Werther

**Bmus (Hons) - Guildhall School of Music and Drama**

* Received full funding to study at Covent Garden with Marc Packwood
* Awarded Full Scholarship for the Bmus programme
* Awarded Full Scholarship to attend the Sarti Masterclass in Sion, Switzerland

**Language Proficiency**

* English, Portuguese – Fluent
* French, Spanish, Italian - Conversational

**Interests**

* Management Game Theory
* Curriculum Development / Effective teaching
* Vocal Pedagogy
* E-commerce
* Composing
* Swimming
* Chess

**Excellent reference available upon further request**