

Michael Blackburn

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· Personal Details

Date of Birth:

May 1973

Status:

Partnership NZ
Residency Visa

· Skills

- **Administration** Office Manager, Events Manager
- **Hospitality** Restaurant/Bar Manager (Current NZ Managers Certificate)
- **Retail** Sales Manager
- **Sales** Recruitment Consultant, Business Development, Sales Manager
- **Wine** Viticulture Assistant, Sales

Work Experience:

Vineyard Assistant Manager

Lamont Wines, Bendigo, NZ

April 2018 to July 2019

- This has been a true education working side by side with the owner operator in many aspects of the business. Embracing an opportunity to up skill myself further in all things regarding wine.
- Viticulture aspects include new block planning through to planting, pruning, irrigation maintenance, canopy management, weed / pest control and harvest. Lamont being a lean outfit I also covered some logistics and had Canterbury as a sales territory for on premises sales.

Restaurant Manager

Kika, Wanaka, NZ

June 2016 to November 2017

- The manager from the inception and in the first year of trading nominated in the Cuisine Top 100 Restaurants 2017 & won the NZ Hospitality Best Restaurant 2017.
- All Front of House matters from employment, training, operational management and compliance.

Events Coordinator

Harlequin Public House, Christchurch, NZ

January 2016 to June 2016

- Busy restaurant group that required seasonal events management over the busy summer, festival season in Canterbury.
- Liaising with customers and executing planned event management and compliance parameters.

Wine sales rep.

New Zealand Wine Cellar, Brixton, London

April 2015 to October 2015

- This part-time position was as a result of my appreciation and passion for wine. More especially through my knowledge of New Zealand wines.
- Selling wholesale into the restaurant trade and assisting with the innovative Kickstarter retail outlet.

Bar/Assistant Restaurant Manager

The Modern Pantry, Clerkenwell, London

November 2011 to October 2015

- Complete beverage menu creation and maintenance, from bespoke cocktails, barista to curating the wine list to pair with the eclectic seasonal food offering from NZ owner chef Anna Hansen (MBE).
- Ordering, stock control, pricing and GP assessment reporting financially to the directors.
- The owner opened a second site in the heart of the City in early 2015. I was integrally involved in costing, design, fit-out, recruitment and staff training. Then operationally as an assistant manager for the restaurant

Freelance film production, catering and location scouting

Based in Cape Town, various locations and productions in Southern Africa.

January 2009 to August 2011

- This stable yet seasonal industry allowed for a freelance option to deliver a genuine enjoyment of travel & food.
- Each production required different delivery from sourcing locations for commercials, long term crew catering on longer film shoots.
- As Production assisting was focused mainly on logistics, scheduling, payroll and debtors control as required.

Recruitment Consultant

Action For Employment, London

July 2006 to December 2007

- A calculated decision to use my skill set for a change from retail. As my previous experience related to sales and an ability to achieve through my own initiative. I chose to recruit within the skills training sector to assist previously disadvantaged and unemployed back into sustainable employment.
- I have consistently achieved job performance over and above the KPI targets and proved to be in the top 20 of over 200 recruiters' countrywide.
- I chose to leave the company to return to South Africa for personal reasons. The organization has set up a pilot scheme in South Africa and I have consulted on the business development and employer engagement.

Sales Manager

On Your Bike in London, London Bridge

June 2003 to July 2006

- Started as part of the sales team of this specialist cycle store and progressed to a duty manager's role within a year.
- Managed the store for a period of eight months prior to a major expansion and diversification into the broader outdoor market. Then assumed the role of Sales manager.
- Responsible for staff training, stock control, achieving sales targets and various administrative roles.

Restaurant Manager

El Cabala in St Helier, Jersey

February 2002 to May 2003

- Front of house service management of this busy family owned al a carte restaurant in the heart of St Helier's banking community
- Bookings, staff training, stock control, ordering, cash-ups and seasonal menu adjustments.

Events Assistant Manager

Grand Prix Legends in Cranleigh, Surrey

January 2001 to January 2002

- A member of the events sales team that sold merchandise at motor racetracks all over Europe.
- Responsible for achieving sales targets, training, purchasing, stock control, merchandising, logistics and budgeting for the events team.

Stock Control & Warranty Manager

Wheelie Serious in London

March 2000 to December 2000

- Stock control and purchasing for three city cycle retail outlets. Coupled with all the stores warranty requirements and additional office administration such as the pay role and debtors control.

Business Owner

Peddlers Couriers in Cape Town, South Africa

January 1994 to February 2000

- Conceived and managed the first cycle and scooter messenger service in Cape Town.
- The business' aim was to service the fledgling but rapidly expanding film production and modelling industry in the city at this period.
- The formula was a success and expanded into other markets and after a period the small business was bought out by a franchised courier network (City Sprint).
- I assisted with the transition of the business to ensure minimal service disruption and maintaining the client base and cash flow.
- Finally I worked for City Sprint in the capacity as Regional Marketing Manager and managing the creditors department.

Restaurant Manager

Sukothai Restaurant Group in Cape Town, South Africa

March 1992 to January 1994

- Progressed from a barman, to head waiter and then manager for one of the busy Thai chain café style restaurants.
- Responsibilities included recruitment, staff training, ordering, stock control, cash management and all daily front of house management duties.