



PROFILE

More than three decades of experience in commercial investment, development and strategic management perfectly position me to guide businesses towards achieving their financial and operational goals.

An astute leader with an extensive track record of successful projects across wide-ranging sectors, I launched the first private client property fund management firm in the UK and played a pivotal role in the establishment and growth of many successful ventures, managing assets valued at hundreds of millions of pounds.

With a diverse skill set including finance structuring, debt management, corporate acquisitions, tax and planning law and high-value asset management, I bring a wealth of expertise to organisations looking to enhance their strategic direction and maximise asset value.

Beginning my working life in retail and hospitality, I transitioned into finance broking before establishing myself as a trusted advisor and entrepreneur in the property sector, buying and selling over £1.25 billion worth of assets.

A wide-ranging network of contacts, coupled with strong project leadership and negotiation skills, has left me well placed to partner with businesses looking for strategic board-level guidance.

CURRENT BOARD POSITIONS

Maritime Capital | Director | 2014 – present

I established Maritime Capital as a boutique wealth management firm to leverage my decades of experience, helping select clients manage commercial property assets.

With transactions of more than £1 billion and a minimum asset value of £50 million, my responsibilities encompass strategic, operational and leadership functions, all geared towards maximising value for my clients.

I have spearheaded land development projects including Discovery Park, one of the largest science and business parks in Europe, overseen compensation claims and CPOs with local authorities, settled legal cases against major banks and honed a skill set encompassing tax, operations, corporate structures, place-making, fiduciary and legal matters, financing and data analysis.

I draw on my expertise in financial engineering, investment selection and asset management to create high-yield returns within the property market, priding myself on an ability to resolve problems, finish projects, deliver on deals and exit all situations profitably.

Projects | 2012 – present

I lead personal investment ventures, acquiring office, industrial and retail properties, as well as investing in enterprises that have an eye on the future.

I also advise companies and organisations on debt, legal, planning, treasury and development matters, with transactions ranging from residential portfolios to large-scale office and industrial complexes.

Ongoing projects of note include a substantial investment in an ESCO that distributes renewable energy to customers on Discovery Park in Kent, as well as a pyrolysis carbon-capture venture that aims to sell CO2 to vertical farming sites and drinks manufacturers.

I currently own Hungerford Park Ltd, which runs a mixed-use country estate in Berkshire, and am head trustee of The Hunter Family Settlement No.2, which has been buying and selling property since 1997.

PREVIOUS EXPERIENCE

Storagebox | Director and Chief Executive 2011 – 2015

After becoming an investor in 2006, I acquired and revitalised a storage business, implementing successful rebranding and management strategies, resulting in a significant increase in occupancy rates.

I orchestrated the sale of the business for £4.9 million in January 2015.

Baleday Limited | Director and Chief Executive 2010 – 2012

Purchased the assets of a business operating adult gaming centres in and around London on behalf of a trust based in Gibraltar.

Under my leadership, the business, which was acquired for £4.5 million plus additional obligations, was steered away from insolvency and administration.

It was rationalised and operated 65 premises with a turnover of approximately £22 million and an EBITDA of around £4 million.

After personally negotiating the transactions and management agreements, the venture concluded successfully with the sale of the business for over £15.4 million, generating substantial returns in just 14 months.

Project Maritime | Project Leader and Investor 2009 – 2010

Collaborated with senior property and business figures to acquire a fund management business managing £250 million of UK investment property. Although the project did not culminate in acquisition due to the sale of the business to the incumbent management team, it underscored my strategic approach and capacity to explore significant investment opportunities.

Waterbridge Group Limited | Founder 1993 – 2009

Established and led Waterbridge, the UK's first private client property fund management firm, overseeing property investment, development and management activities.

Created and managed private client property funds with assets totalling approximately £300 million. Directed property development projects including hotels, serviced offices, and self-storage facilities.

Self Employed | Property Investment Manager 1992 – 1993

Acted for and advised a select, wealthy clientele on property investment strategies, lease management, acquisition and finance structures.

Negotiated with banks for new facilities and restructuring of existing facilities, acting as investment manager on joint-venture projects.

First Property Funding | Director and Shareholder 1990 –1991

Co-founded the company with First Property Finance colleagues to serve client developers via a team of six commercial financial advisors, with instructions on 40 separate newly constructed schemes.

Oversaw funding package placements and nurtured relationships with financial institutions, facilitating investment and development finance.

First Corporate Finance | Consultant 1989 – 1990

Developed and expanded the business finance broking service, before establishing First Property Finance to sell commercial mortgages to the owner-occupiers of light industrial and office units.

Allied Dunbar | Assurance Advisor 1988 – 1989

Sold assurance policies, pensions and mortgages to SMEs in the south of England. Also set up links with national franchised business sales organisations and recruited financial advisors to help the process of buying and selling a business.

Hunter's Parties | Partner 1986 – 1988

Co-founded an events, catering and entertainment business, serving high-profile, wealthy clients in the south of England and giving me a solid initial grounding in the hospitality industry.

Virgin Retail Limited | Store Manager 1983 – 1986

Progressed from storeroom assistant to manage premises across the UK, eventually running one of Virgin Records' largest stores in Manchester, building early leadership and management skills in retail.

KEY SKILLS

Strategic leadership and vision: Proven ability to lead companies through periods of growth and transformation, with a knack for reviving and enhancing business operations.

Operational insight: Having owned and run businesses across a variety of sectors, from leisure and hospitality to pharmaceuticals, I have a detailed understanding of the operational issues that many industries face, as well as current business legislation, corporate structures and insolvency practices.

Financial acuity: Expert in managing multi-million-pound assets, investments and development projects.

Business development: Adept at identifying and capitalising on market opportunities to drive revenue and expansion.

Stakeholder engagement: Exceptional ability to build and maintain relationships with key stakeholders, including financial institutions and investors.

Consultancy and advisory: Skilled in providing strategic advice on debt management, treasury and general development matters, sense-checking board decisions to optimise business performance.