



PROFILE

A highly motivated, results-oriented professional with five decades of experience in leadership, team management, strategic planning, commercial property and asset management.

Proven ability to make sound decisions under pressure, achieving objectives in complex and challenging environments.

Able to develop strategic solutions, deliver tangible results and create real value, with extensive experience of working with a diverse range of clients and teams and a strong personal network across the UK and beyond.

Eager to contribute my expertise to assist organisations with their growth and development, fostering collaboration and driving positive financial outcomes.

BOARD POSITIONS

Maritime Capital | Head of Property 2014 – present

Senior position with a property wealth guardian firm, offering a bespoke property service that safeguards, nurtures and enhances client assets.

Role includes managing a diverse portfolio of industrial, office and retail properties across the UK, valued at approximately £300 million.

Responsibilities encompass acquisitions, disposals, tenant management, overall portfolio performance and developing long-term strategy to deliver returns to clients.

Typically acting as a facilitator to join complex pieces of a project together, offering strategic oversight across a wide range of briefs and ensuring strong corporate governance.

A recent highlight was delivering an ESCO solution for a private wire-utility network on a high-profile 220-acre site in Kent, delivering in excess of £20 million of value through a JV platform.

ONGOING EXPERTISE

- Development and planning
- Property portfolio sales
- Property acquisitions
- Refurbishment
- Landlord and tenant relations
- Management of consultants
- Facilities management
- Insurance
- Service charge management
- Business rates
- Dilapidations

Greenfield Asset & Property Management | Founder and Managing Director 2009 - present

Commercial property-real estate consultancy providing asset and property management services to clients across the UK, including private investors, SMEs, banks and administrators specialising in distressed assets.

Clients comprise both landlords and tenants, creating a well-rounded perspective and understanding of client needs from both sides of the brief.

I leverage my strong industry connections, analytical skills and problem-solving abilities to deliver optimal commercial solutions.

I orchestrate high-impact projects, including working with the UK's leading high street AGC operator to deliver exit solutions from numerous unprofitable sites, adding £2.2 million per annum to the business bottom line.

One notable recent project is an asset and property management brief on offices valued at more than £73 million, with a rent roll of £2.8 million, in the City of London.

PREVIOUS EXPERIENCE

Waterbridge Group Limited | Head of Property | August 1998 - March 2009

Working for a high-net-worth entrepreneur in commercial property-real estate.

Responsibilities included acquiring, disposing and managing a mixed portfolio of industrial, office and retail properties across the UK, valued at around £300 million and managing 250 tenants with a rent roll of £8.5 million.

Waterbridge also carried out property development including planning and construction, with projects including hotels, serviced offices and self-storage, giving me deep insight into multiple industries and sectors.

British Army | September 1974 - August 1998

Served with distinction in the Royal Green Jackets as a non-commissioned officer, undertaking a range of operational, logistical and administrative roles during the Cold War era and attaining the rank of Colour Sergeant.

Extensive overseas postings in Germany, Cyprus, the USA, Gibraltar, with seven years of active service in Ulster, a high-pressure operational area that became my specialism.

The bonds and connections formed in the Royal Green Jackets have endured to this day, and 24 years of service gave me a strategic approach to business, positioning me as a strategic thinker, with strong analytical and problem-solving skills and an ability to make sound decisions under pressure.

Key Skills

- Leadership and management
- Strategic thinking, planning and oversight
- Asset management
- Property management
- Acquisitions and disposals
- Tenant and landlord relations
- Problem-solving and negotiation
- Financial analysis
- Risk management

Professional Memberships

- Institute of Directors
- Institute of Leadership and Management
- British Institute of Facilities Management
- Dale Carnegie – Leadership Training For Managers