

Personal

Personal Statement

As can be seen from my CV/Résumé I have a very strong background in media, sales and marketing. Before moving to Canada, I conceptualized, built and sold two successful television news and internet businesses. I have a wide range of technical, sales and marketing related experience. I am adaptable and self sufficient in most environments. My core strengths are the ability to evaluate, forward plan and most importantly adapt, coupled with excellent managerial and communication skills. Our family decision to immigrate to North America was made after selling my ENG and internet businesses back in Britain.

Nationality

British

Marital Status

Married with two daughters

Interests

Photography
Aviation
Diving
Technology
Commercial radio
Current affairs
The Internet
Stock market
Anything outdoors!

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Further information

For further information please feel free to give me a call at any time, or visit my website at: **TALKCalgary.com**

**Professional
Experience**

Shaw TV, Calgary, AB

Dec 2003 - Present

Video Journalist

With my wife Diane now running our real estate business, in December 2003 I returned to broadcasting working with Shaw TV, channel 10 here in Calgary. Working primarily as a Video Journalist, principle duties cover a wide range of basic television ENG disciplines including: research, script writing, filming, editing and reporting on stories originating in Calgary and the stranding areas.

Coldwell Banker, Calgary, AB

Oct 2002 – December 2003

Licensed Real Estate Agent

Shortly after completing the MPC contract I obtained a license to practice real estate in Alberta, then joining Coldwell Banker, as an independent Realtor specializing in residential and commercial real estate. As a marketing aid to this, I also developed **TALKCalgary.com** which is rapidly becoming one of Calgary's most successful websites.

MPC-Logistics, London, GB

Feb 2001 - July 2001

Marketing Consultant (short term contract)

Commissioned by MPC-Logistics to evaluate the North American market relating to a new B2B service they intend to launch in North America. Produced sales and marketing plan for the new company that will be based in Calgary.

Commercial TV & Video, Isle of Man, GB

1990-2000

Managing Director

Producer / Director

In 1990 I formed "Commercial Television and Video" an Isle of Man based company, that now provides over 95% of all television news coverage originating from the Isle of Man. Some of the major television and film companies who have commissioned CTV include: BBC Television, ITN, CNN, Granada Television plc, ORF, Rapport TV, Dice Music, Price Harker, News Night, Paradise Pictures, Thames Television, Planet 24, Word Pictures, Border plc, and Ulster Television plc to name but a few. On a worldwide basis, responsible for a number of films, directly relating to the Isle of Man, such as a CNN International feature on the abolishment of the island's death sentence. In 1990 I won an exclusive contract to provide Border Television's nightly News programme "LOOKAROUND" (**Britain's most popular news program**) with their total news coverage from the Isle of Man, a contract that has been held ever since. In December 1996 I opened a television production facility at Manx Radio, in Douglas, Isle of Man, providing broadcasters from all over the world access to locally based broadcast facilities. In June 1996 I formed Manx Internet, an internet consultancy and web design company. In 1997 Manx Internet was awarded a contract to design the official Isle of Man Government Internet Site. July 2000 I sold Manx Internet to Manx Telecom, a subsidiary of British Telecom. At the same time, I sold my interest in Manx Television/CTV to Turner Communications on the Isle of Man.

In November 2000 along with my wife and two daughters I immigrated to Canada.

Achievements

- Main IOM television news providers to ITV, ITN and BBC Television
- Establishment of local television production and OB facilities
- Production of numerous corporate films for major international companies
- Designed the official Government's Internet site
- Production of numerous documentaries
- Twelve years journalistic ENG experience as photojournalist
- BBC and ITV trained cameraman/editor

Computer Systems Limited, Isle of Man, GB

1984-1990

Sales and Marketing Manager

Responsible for the sale of the company's larger (50,000 GBP plus) computer and networking sales into the offshore corporate market place. Increased turnover, 370% taking the company from a three man work force, to a staff of over fourteen. In 1985, sold the Isle of Man's first professional DTP system into news paper group. 1986 introduced account management concept for sales team. Given responsibility for the selection, training and management of all new sales staff. In 1987 introduced disaster recovery concept for our larger clients. Sole responsibility for the development of the company's largest accounts including: CMI International, Royal Life International, Eagle Star International, Natwest Bank Trust, Royal Bank of Canada, KPMG, and the Isle of Man Government.

Achievements

- Introduced account management for sales force
- Introduced disaster recovery concept for larger users
- Introduced company finance and leasing packages
- Sold and installed the Island's first computer based publishing system
- Won exclusive contract to supply all the Isle of Man Government schools, with networked computer systems.

Nova Promotions Limited, Isle of Man, GB

1983-1984

Managing Director

In 1983 I set up the above promotion company, which specialised in providing entertainment to local nightclubs. I also won a contract to Promote Radio Nova, an Irish based radio station in direct competition to Manx Radio, the national radio station on the Isle of Man, increasing Radio Nova's audience from 4% to over 23% in just over six months. Promoted BBC Radio One Road show.

Achievements

- Promoted National Radio One Road Show
- Presented and Promoted IOM Radio Nova Road Show
- Promoted several sell out rock concerts featuring international stars

Texet Limited, Isle of Man, GB

1980-1983

Service/Sales Manager

Rejoined Texet as service engineer, responsible for the maintenance of office automation systems. 1981 appointed Service Manager. Late 1982 took over technical sales. In 1983 was appointed Sales Manager.

Achievements

- Developed race horse breeding and management system to international race horse breeder, Robert Sangster

Technical Optics Limited, Isle of Man, GB

1978-1980

Electronics Technician - laser systems and optics company.

Duties included the assembly of development equipment, together with the testing and calibration of various test equipment, including PCB layout, chemical etching and assembly. Later promoted to position of Systems Technician.

Achievements

- Completed and passed a four year City & Guilds college course in radio television and electronic servicing
- Completed various in-house training courses including:
- PCB Design and Manufacturing
- Opto-Mechanical systems manufacture
- High energy laser calibration and control techniques

Texet Limited, Isle of Man, GB

1977-1978

Trainee Engineer

On leaving High School, I joined Texet as a trainee systems engineer, before applying to join Technical Optics, one of the world's leading companies in high energy laser optics and control systems.

**Training and
Qualifications**

City and Guilds certificates in:
Electronic Systems
Radio and Television Servicing

GCE Advanced Level Photography

Certified SCUBA Diver
Certified Nitrox Diver

CAA class A & B Pilot's License with following endorsements:
Multi Engine Rating
Instrument Meteorological Rating
Night Rating

BBC Television North, Manchester, GB 1992
Documentary production, filming, lighting, sound and editing.

Border Television plc, Carlisle, GB 1991
Television news production and post production techniques - including VT
Editing, Camera Technique, Sound Recording
and Lighting.

IBM, Basingstoke, GB 1988
IBM corporate sales and marketing course.
(I would rate IBM sales training as the best in the world!)

Apple Computer, London, GB 1987
Apple corporate sales and marketing course

Communication Systems Limited, Jersey, GB 1989
Data communications and networking course covering:
Multiplexing, PSS, X25 and TCP/IP
File transfer protocols, along with other CCITT related standards.

The Real Estate Council of Alberta, Calgary, AB 2001
Completed the Alberta Real Estate Agents Program (Real Estate 1000).
Successfully completed the Alberta provincial qualifying examinations.
Obtained license to practice and trade in commercial, residential, and rural real estate.