



WORK EXPERIENCE

Founder

Embassydepot.com

2021- Present

- ◆ Established an online distribution store: www.embassydepot.com providing logistics and essential products to foreign embassies throughout the Americas by giving consuls and high commissions more purchasing power to buy products that were otherwise out of their remit due to logistical and operational issues.
- ◆ Utilizing my knowledge and years of experience in Latin America found an opportunity to plug areas where items could not be easily accessed from the US such as Hurricane Supplies / Humanitarian Aid and general embassy provisions such as Cultural Food / Drinks for embassy functions which involved overseeing personnel management, interviewing, hiring, training, mentoring, and evaluating employee's performances.

Founder

Internationalbiggamefish.com

2016 - Present

- ◆ Built an online e-commerce fishing site for professionals. (www.internationalbiggamefish.com)
- ◆ Planning and managing all aspects of the business including global sales, business development, and marketing including imports and exports of products, interviewing, hiring, and training, whilst mentoring and evaluating employee performances.
- ◆ Implemented original sales strategies, performed inventory audits, and collaborate with the team on the creation of new, more efficient sales performance metrics.

Sales Associate

Dominion Business Supplies UK Limited

2014 - 2016

- ◆ Assisted staff members when necessary in handling cash receipts, organizing warehouse inventory including goods inwards, labeling barcoded products, uploading merchandise to Amazon and eBay as well as maintaining a corporate website.
- ◆ Helped an average of 50 customers per day by responding to inquiries and finding products.
- ◆ Trained staff associates in customer service best practices and led associates to deliver the assigned task to BSP standard requirements. Directed accounts and oversaw profit and loss sheets for a smooth friction-less business.

Security Warden

British Embassy Panama City

2011 - 2014

- ◆ Responded to local incidents and potential emergency uprisings in accordance with British government security protocols for British nationals abroad in the Darien Jungle of Panama.
- ◆ Regularly attended bi-monthly meetings with embassy staff covering security as well as incident reports including direct two-way radio contact with embassy consultant.



PROFILE SUMMARY

Passionate educated UK / USA national with 48 years of entrepreneurial experience in leading businesses to achieve record-breaking growth, and the ability to help organizations meet and exceed their business development and financial goals. Instrumental throughout the years in building and leading many highly-skilled teams, executing robust sales and marketing strategies, and developing business through prospecting, relationship building, and operational excellence above and beyond customer's expectations by capturing opportunities for expansion and improvement in productivity along with lasting profits besides establishing a strong business alliance with internal and external partners all whilst promoting a positive and healthy business environment for all. Excel at inspiring and building high-performance teams by hiring, developing, mentoring, and motivating skilled professionals.



EDUCATION

GCSE In

English/Math's/Art/Geography/Business Studies /Management/Business Development/Catering (1973)

Clare Park Secondary School, West Malling (UK)

Primary School (1968)

Mereworth, Kent, UK



WORK EXPERIENCE

Owner

Resort.com

2011 - 2013

- ◆ Built a resort in Panama Province of Darien (Panama Jungle Resort.com) managing all aspects of construction and logistical issues including shipping and sourcing building supplies using canoes horses and trucking companies.
- ◆ Overseeing 20 staff daily and implementing marketing strategies whilst diversifying into Teak & Mahogany, Honey Farming, Cattle ranching, and poultry farming which developed into a sustainable eco-market project.
- ◆ Achieved 100% client satisfaction by introducing interactive, custom-tailored eco programs but was forced to close the resort in 2013 due to Columbian rebel incursion - FARC.
- ◆ Enhanced brand awareness through robust marketing campaigns, social media, and digital strategies as president of investment - Panama 2010 – 2011.

President

Investment Panama

2010 – 2011

- ◆ Accompany buyers during inspections of properties in ‘Brisa Del Golf’, advising them on the suitability and value of the homes based on the current market conditions including long-term rental values.
- ◆ Motivated, engaged and coached a team of 10 specialists to effectively market lease, and operate at all levels. Developed a positive and trusting relationship with clients in addressing their individual property needs.

President And Founder British American Foundation for Panamá

Humanitarian Charity Republic of Panama

2009 - 12/2013

- ◆ Contacted and collaborated with all appropriate international companies including embassies and other NGOs, positively for the public benefit.
- ◆ Built and maintained strong diplomatic relationships with various government officials. Many donation drives into the jungle region were hosted by myself and accompanied by the UK Ambassador to Panamá Sir Richard Austin and major Panamanian government officials who were avid supporters of the cause.
- ◆ Managed and supervised all operations and financial activities of the charity including overseeing multiple 40’ freight containers of donations benefiting the indigenous (EmberaWounaan) tribe and San Jose Hospital / La Palm Darien.

President Marketing

Dominion Business Supplies (USA) Inc Opened Satellite Corporation 1995 – 2009

- ◆ Identified potential opportunities by increasing visibility to gain market share with brand recognition and a targeted global audience.
- ◆ Managed the execution of integrated communications programs across multiple platforms.
- ◆ Consistently led staff by example, and effectively coached positively to achieve high results and promote their ongoing development by coordinating a focused outlook on profit / in 2010 the business was sold.



SKILLS

Problem Solving



Strategy Planning



Risk Management



Conflict Resolution



Communication Skills



Financial Management



Strong Negotiation Skills



Leadership & Team Building



Organizational & Interpersonal



Business Operations & Management



PROFESSIONAL AFFILIATION

Member & Board of Director

British American Chamber of Commerce
Fort Lauderdale Chapter
1996

Professional Affiliations

British American Chamber of Commerce
Miami Chapter
1996

Member

Maidstone Chamber of Commerce UK
1983



LANGUAGE

English



100%

Spanish



35%



LICENSE

Full driving license.

(No Citations)



WORK EXPERIENCE

President

Dominion Business Supplies UK Limited 1992 – 1995

- ◆ Recruited, and hired managers and created customized reports to establish performance goals while identifying anomalies and opportunities for improvement. Coordinated internal, external team leaders, managing conflicting needs and face time frames.
- ◆ Managed corporate and general finances including but not limited to billing and payroll. Ensured customer satisfaction and retention to grow business market share.



FOUNDER AND OWNER

**NT Electronics Limited & Economy Electrical Ltd
1982 – 1992**

Corporate Sales and Marketing:
Dominion Business Supplies UK Limited
1981 – 1982

Catering Chef:
Cross Keys Catering College
1980 – 1981

Manager and Regional Supervisor:
McDonald's Corp (UK)
1974 - 1980



Acquaintances /

Associates

Sir Freddie Laker – Laker Airways

Sir Richard Austin – UK Ambassador to Panamá

Gustavo Perez de La Ossa – Minister of Police Panama

Daniel Fabrega – Panamanian Ambassador (UK)

Samuel Zambrano – Commissioner Panamanian Police

Robin Baylis – UK Ambassador (Miami)

Mrs. Helen Whatley – UK Minister to Houses of Parliament

Toby Brocklehurst – Media Influencer Cuba

Jon Homewood / Stepbrother – President 'Sugardaddie.com' (USA)

Kevin & Oliver Tuffney – President 'RatedDriving.com' (UK)

Rachel Tuffney – EVP dianomi.com (NY)

Simon Tuffney – President Dominion Business Office Supplies Ltd (UK)

Peter Homewood – Stepfather – Mayor of Tonbridge (UK)

Professor Arthur Porter – Ambassador to Nevis