**CURRICULUM VITAE ALAN MURRAY**

Alan is a highly motivated and focussed Finance Director with strong, hands on operational experience of the hospitality industry. He possesses the ability to communicate at all levels throughout the business, including board level, banks & investors and operational heads of department.

Alan has extensive experience of re-structuring businesses and turning performance around, as well as building businesses from scratch and managing rapid growth and development.

**DATE OF BIRTH** 18 August 1970

**HOME ADDRESS** 2 Mortimer Way, Bromsgrove, Worcs. B61 0FS

**CONTACTS** Mobile 07799 345880

Email alanmurray@hospfm.com

**NATIONALITY** British **MARITAL STATUS** Married, with 2 children

**SUMMARY OF QUALIFICATIONS**

**EDUCATION**

Wilmslow County High School 1980 – 1988 GCE ‘O’ levels in 7 subjects

GCE ‘A’ levels in 2 subjects

Manchester Polytechnic Hollings 1988 – 1991 BTEC HND Hotel, Catering & Tourism Management

**PROFESSIONAL**

Manchester Polytechnic Aytoun Building 1991 – 1992 Accountancy Foundation – with distinction

Associate member of CIMA fully qualified February 1998

Fellow member of BAHA (now HOSPA) fully qualified May 1998

Midlands regional heat winner of CIMA New Management Accountant of the Year 1999

Winner of the BAHA Hospitality Accountant of the Year for 2003

**EMPLOYER SUMMARY**

Hospitality FInance Management Ltd Director 2013 – Present

ETC Hospitality Limited Director 2014 - 2018

Akkeron Hotels, (acquired Folio Hotels) Finance Director 2009 – 2013

Folio Hotels Finance Director 2006 – 2009

Noble House Leisure Ltd Rising to CFO 2001 – 2006

Regal Hotel Group Regional Financial Controller 1997 – 2001

Whitbread Hotel Financial Controller 1994 – 1997

Jarvis Hotel Financial Controller 1992 – 1994

**DETAILED RECENT EMPLOYMENT HISTORY**

**Hospitality Finance Management Ltd Dec 2013 – Present**

I run my own business offering finance director services to a number of small, but growing, hospitality businesses which include pubs, bars, restaurants and hotels. My role varies by client but, essentially, I ensure accounting processes and systems are in place and take the lead role in sourcing funds to facilitate growth.

I see myself as an integral part of the management team of each of the businesses, rather than as a consultant, and key to the growth of each of the businesses.

**ETC Hospitality Limited Sept 2014 – June 2018**

As part of running my own business, I ran the Northern office of ETC Hospitality Limited, which offers fully outsourced finance services to small hospitality businesses. The team at ETC Hospitality becomes the finance department for their clients, and I ran the office of 25 staff, as well as managing the entire business on a day to day basis.

**Akkeron Hotels**   **Nov 2009 – Dec 2013**

Following initial acquisition of 8 former Folio hotels, and further acquisitions, owns and operates 35 hotels across UK, typically 3/4 star standard from 30 to 120 rooms, long leases or wholly owned; T/O c£50m

**Finance Director**

* Reporting to CEO and responsible for central finance team of 10 people, plus regional and hotel based finance staff.
* Responsible for all aspects of leading and managing financial and operational controls
* Works with business department heads to drive revenue and maximise profitability.
* Sole finance representative on board.
* Liaising with banks and potential external investors.
* Leading management team and board on potential acquisitions and feasibilities.
* Successfully acquired and integrated 18 hotels, following the corporate acquisition of Forestdale Hotels Limited, and a further 7 hotels, following the acquisition of the hotels from the administrators of Butterfly Hotels Ltd.

**Folio Hotels,** Swindon **Sep 2006 – Nov 2009**

35 mid-market UK hotels

**Finance Director**

* Reporting to CEO responsible for central finance team of up to 14, and hotel finance staff.
* Responsible for all aspects of financial and operational control
* Established system and standards of internal and external reporting.
* Working with heads of department to drive revenue and maximise profitability.
* Sole finance representative on board.
* Liaising with banks and potential external investors.
* Oversaw 2 major company re-structures following ownership transfers from Folio Developments Ltd until Dec 2008 to Mulbourn Ltd and then to Akkeron in Nov 2009

**Noble House Leisure Ltd Aug 2003 – Sep 2006**

Operated 28 Oriental Restaurants (including Yellow River Café and Jim Thompson brands), 3 Gastro Pubs and 9 American Diners (Arbuckles)

**CFO**

* Responsible for all aspects of financial and operational control within company
* Reporting to the CEO and responsible for central finance team of 12 covering purchase ledger, revenue control, audit function, payroll, bank reconciliation, IT, management and statutory accounts.
* Working closely with Operations teams to drive revenue and profitability.
* Sitting as the finance person in board meetings and involvement in ad hoc strategic matters.
* Despite main shareholder fund being starved of cash, resulting in no available capital, managed company for 3 years, improving profitability year on year and eventually selling the company and getting the bank their money back in full (£16m)

**Noble House Group** **Jun 2001 – Aug 2003**

40 restaurants and 125 pubs, including some Rat & Parrott branded pubs, spread across the UK.

**Financial Analyst**

* Reporting to the Group Planning Manager
* Main duties included sales trend analyses, managing capital expenditure programme for all units, management accounts production and analysis, carrying out feasibilities on potential acquisitions, controlling central overhead costs.

**Regal Hotel Group,** Milton Keynes  **Jun 1998 – Jun2001**

**Regional Financial Controller**

* Responsible for all aspects of accounting and control of 20 hotels within South West and Midlands region
* Worked closely with Regional Director in analysing revenues; working with hotel management to achieve maximum profit conversion from sales; recruitment, training and supervision of Hotel Financial Controllers; developing incentive schemes for all levels of hotel staff aimed at maximising profits.

Prior to this, I held Hotel Financial Controller positions at Tewkesbury Park Hotel (part for Whitbread Hotels) and The George Hotel in Solihull (part of Jarvis Hotels).

**HOBBIES & INTERESTS**

Generally keen on most sports, most especially ice-hockey and football. Otherwise, I

enjoy relaxing with friends and family.

**REFERENCES**

Matthew Welbourn, Ex Managing Director, Akkeron Hotels Ltd now Managing Director for

Compass Hospitality Limited.

[Matthew.welbourn@btinternet.com](mailto:Matthew.welbourn@btinternet.com)

07771 756300

Peppino Esposito, Ex Chief Operating Officer, Noble House Leisure Ltd and subsequently

Operations Director for Spaghetti House restaurants.

[peppinoesposito@yahoo.co.uk](mailto:peppinoesposito@yahoo.co.uk)

07799 345808

Carl Weldon, Ex Group FC, Regal Hotels now Chief Executive of HFTP

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