

PROFESSIONAL OVERVIEW:

An ambitious and adaptable professional with extensive knowledge of business management, financial services, sales and marketing and leadership, derived from careers within financial services, business, sales and the armed forces. Experienced in developing, leading and contributing to enthusiastic teams, project planning, strategy development, change management, negotiation, budget management, customer service and developing solutions to improve business efficiency and productivity.

EXPERIENCE:

People Management (UK Armed Forces and private sector)

- Leads from the front with a confident but friendly management style to mould effective teams
- A strong team player
- Ability to motivate people to enable teams to work together and deliver high standards
- Experience of carrying out and documenting performance appraisals and training programmes
- Good communication and interpersonal skills and attention to detail

Relationship Management

- Extensive experience of acting as primary liaison between various business and infrastructure units
- Interfacing with both the employer and stakeholder and customer organisations
- Excellent communication skills with the ability to interface at all levels and internationally
- Absolute commitment to delivering the highest standards of customer service and compliance

Sales Management

- Co-ordinating business planning, business development & marketing initiatives
- Leading strategic reviews of the business to identify new channel opportunities
- Formulating new business strategies to drive sales success & profitability
- Delivering high standards of customer service & client support performance

Financial Services & Foreign Exchange

- Servicing investors, mostly consisting of medium & high net worth individuals in multinational jurisdictions
- Recommending new stocks to clients, advising on their portfolios and maintaining relationships with them
- Providing FX arrangements for customers, including spot and forward traded solutions
- Managing and administering client funds and assets in a variety of different currencies and territories

CAREER SUMMARY:

December 2013 to date - MANAGING DIRECTOR - London DE Group

- Managing and leading a group of businesses operating in the gemstone, jewellery and gold trading industries
- Financial reporting, tax planning, liaising with HMRC and management accounting
- Working with & directing 3rd party marketing companies FX providers & other business service support suppliers
- Liaising with both existing clients and prospective future clients & building strategic international partnerships
- Negotiating with and managing suppliers of precious gems, gold, jewellery workshops and essential business services

November 2016 to February 2022 - COMPANY DIRECTOR - Hexa Resources Limited

- Founder member of this gemstone exploration, mining and distribution company
- Forming the company, setting up its accounting, banking, FX and other corporate infrastructure
- Liaising with and building a pool of investors to raise operating capital for the business from around the world
- Managing the share register and the administration of new equity investors and establishing FX processes
- Promoting and managing the PR of the firm, as well as updating existing investors and keeping them informed

January 2014 to date - Commissioned Officer Royal Naval Reserve

- Amphibious Warfare (AW) Officer in the Maritime Reserve (MR)
- Unit Training Officer HMS President, London, responsible for the training of over 400 Maritime Reservists
- Divisional Officer, responsible for the appraisal, leadership, management, pastoral care and support of 12 ratings
- Responsible for the planning, administration and execution of unit engagement, ceremonial parades and events
- Key responsibility for the administration of health and safety, the security of the unit and maintenance of morale

December 2011 to December 2013 - SENIOR BROKER: Markets UK Limited

- Conducting outgoing sales calls to potential commodity investors & sourcing FX solutions for them
- Meeting clients face to face to discuss their portfolios and assess their investment requirements
- Administration of paperwork and KYC documentation with trading clients and FX providers
- Managing, developing and motivating a team consisting of two junior members of staff
- Liaising with suppliers to ensure that clients' assets were allocated and correctly accounted for

March 2010 to December 2011 - SENIOR FINANCIAL ADVISOR: Holborn Assets, London & Dubai, UAE

- Developing a client base of ex-patriot investors and helping them find low-cost FX channels
- Transferring UK pension funds to offshore mutual fund schemes and providing FX advice
- Financial planning for the educational, retirement and future needs of ex-patriots in the UAE
- Dealing with high net worth individuals regarding mutual fund investment portfolios
- Liaising with fund managers and providers including Friends Provident, Zurich, Fidelity, HSBC & Skandia

March 2005 to February 2010 – WARFARE OFFICER (Royal Navy)

- Seeing service on a range of vessels including two Frigates, an Aircraft Carrier & a Fishery Protection Vessel
- Conducting general training on a Type 23 Frigate, gaining overall seamanship experience & expertise
- Successful completion of Phase 1 Initial Officer Training at BRNC and Phase 2 Warfare Officer Training
- Supervising personnel in all areas, carrying out assessments and providing solutions
- Leading, managing and mentoring teams of Junior Naval Ratings, ensuring orders are carried out
- Conducting risk assessments as part of overall SHE delivery

September 2003 to March 2005 – GRADUATE PROGRAMME: Collins Stewart Stock Brokers, City of London

- Ensuring financial information is completed in accordance with company financial timetables
- Attending finance meetings and documenting key information and decisions as required
- Analysing financial information in response to queries from managers and clients in multiple jurisdictions
- Ensuring a timely and accurate contribution to the monthly, quarterly and annual financial reporting processes
- Completion of the initial units of the ACCA Chartered Accountancy study programme
- Carrying out Credit Risk Reporting (CRR) for monthly presentation to regulatory and other agencies

KEY SKILLS INCLUDE:

- Maritime Law
- Sales Management (both B-B & B-C)
- Strategic leadership
- Business Development
- Operational planning
- Change Management
- Relationship Management
- Budgetary Control
- Customer Service
- Strong communication skills
- Project Management
- Co-operation, liaison and organisation
- Reporting and documentation
- Adaptability and trainability
- Ability to work under pressure
- Self discipline, drive and self motivation

EDUCATION, PROFESSIONAL TRAINING & QUALIFICATIONS:

- **ACSI: Chartered Institute of Securities & Investments (CISI) Level 3 (Securities), 2010**
- **BA (Hons.) Geography, September 2003, University College London**
- **CMI (Chartered Management Institute) Level 6**
- **4 A' Levels (Grades A-C)**
- **9 GCSEs (A*-C, inc double English, Maths & IT)**
- **Intermediate Command & Staff Course**
- **National Association of Jewellers - Member**
- **ECDL – European Computer Driving Licence**
- **Certificate in First Aid**
- **Foundation Degree in Maritime Studies**
- **NWC – Navigational Watch-keeping Certificate**
- **RYA – Yacht Master Offshore**
- **Member of Institute of Advanced Motorists**
- **DTTT (V2) (Defence Train The Trainer)**
- **Institute of Leadership & Management - level 5**
- **Initial Warfare Officers' Course (IWOC) - MWS**

PERSONAL INFORMATION

- **Interests:** Yachting and water sports, reading, travel, fitness, team sports and Reserve Forces
- Full UK Driving Licence
- Nationality: British / resides in London
- Member of the Institute of Directors (IoD)
- Date of birth: November 1981.

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