

Mark Hayden Biography



BYS Membership #2991

Seeking re-election to Blairgowrie Yacht Squadron Executive Committee

Introduction:

Please find detailed below information pertaining to my professional and business experience to support my re-election to the Executive Committee at Blairgowrie Yacht Squadron (BYS).

I have been extensively involved with the Club House and Operations Committee, the Executive Committee and more recently having joined the Marina Committee. As an active Committee member, I led the Solar Energy Project, and I am currently working on an energy consumption review of the club as well as leading a project for CCTV cameras and monitoring for the club.

Through my extensive hospitality management experience backed up by many years of senior management experience with a large multi-national business I believe I have skills and attributes necessary to be re-elected and continue to contribute to the success of the Executive Committee and to the members of BYS.

I have a deep passion for sailing having been around boats since I was young, I believe we all have a responsibility to coach, teach and develop the 'next generation' to grow and appreciate sailing and boating on the waters around us.

Backed by my skills, attributes and passion for sailing and development of the next generation, I believe I have the necessary requirements to continue to participate and remain an active member of the BYS Executive Committee.

Work Experience:

With 40 years work experience, firstly commencing in hospitality after graduation from Hotel College, I commenced as a Corporate Trainee working through all aspects of hotel operations (including accommodation and Food & Beverage) eventually reaching the role of General Manager. My hospitality experience includes working in many locations across Australia, New Zealand and the Pacific Islands.

I have strong Food and Beverage management experience which includes hosting significant events such as the World Rally Championship in Auckland, New Zealand. During my hospitality career I was also responsible for a major hotel renovation as well as market re-positioning and business rejuvenation. In addition, during my professional career, I also actively participated in industry and tourism associations and committees.

Deciding to transition from hospitality, I commenced work as a National Business Development Manager for one of the world's largest distribution businesses. Over 25 years, I undertook roles as Branch Manager, Business Manager and finally General Manager. The Australasian division operated across Australia and New Zealand with 25 branches, over 600 employees and a revenue turnover in-

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excess of A\$630m p.a. (2020). For the majority of my time, I was a member of the Senior Management team and in the last three years was a member of the Executive Leadership team.

I have extensive business management skills, solid financial and P&L understanding, strong project management skills focussing on delivering required outcomes with individual CAPEX expenditure in excess of \$2m per project and an exceptional understanding and delivery of information technology (IT) software projects and management across a large and diverse business.

In summary, I believe I have skills and attributes necessary and seek to be re-elected to the Executive Committee at BYS and I continue to be willing to commit the time and effort required to undertake a role with the committee.

Work Experience:

- Extensive hospitality management experience up to General Manager level
- Extensive sales and sales management experience up to General Manager level
- Extensive customer contract negotiation and management experience
- Extensive project management experience
- Undertaken numerous business integrations through 16 acquisitions
- Undertaken two complete IT system transitions

Formal Education:

- Hospitality – Hotel Management
- Business – Master of Business Administration
- Accounting – CPA selected courses

BYS Experience

- BYS Senior Member for over 9 years
- My wife is also a BYS Member
- Current Club House and Operations Committee member
- Current Marina Committee member
- Current Executive Committee member – seeking re-election
- Marina Berth rental for over 9 years
- Owner of a 27 ft keelboat (Songbird)

Sailing Experience

- Previous Senior Member at Sandringham Yacht Club (15 years)
- Over 25 years sailing experience
- Extensive Club racing experience in Port Phillip Bay
- Extensive Ocean racing experience (ORCV)

End.