

# Curriculum Vitae

## Rupert Francis Pollard

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## Profile

- A graduate in **Law with over 25 years Administration, Management, Sales and Marketing experience**
- Competent in **management, strategic planning, finance, local and international business development, and change management initiatives**
- **An excellent communicator**, motivator and negotiator with **strong team building skills**
- Knowledgeable about **PR, publishing and international markets**
- **Passionate** Human Rights advocate, the *Right to Water* and economic development issues
- **Qualified** heating, fresh and waste water engineer
- Established and ran **12+ profitable businesses**

## Employment

- Oct 2006 to present **DIRECTOR:** Natural Wondersfairtrade UK Ltd. (Natural Waters Plumbing & Plumblocal)
- Commercial and domestic plumbing, heating, drainage business
  - Part 'P' electric works, installations and maintenance
- Jul 2004 to 2006 **SALES, MARKETING & PROJECTS CONSULTANT**
- General Manager, Natural Wonders, Eastbourne, wholesale import and retail shop in the jewellery and gift business sectors
  - Newspaper publishing project, Tim Cobb Associates, Eastbourne
  - Consultant and business mentor, EDEAL, Eastbourne
  - Reports on Libyan aircraft requirements for Hakluyt & Co Ltd, London
  - Project planning for retail expansion, Willow Investments, East Sussex
  - Business expansion planning, Washington Times Aviation Inc, USA
- Jun 2001 to 2004 **DIRECTOR OF OPERATIONS:** *News World Communications Inc. London*  
**United Press International** UK, **Middle East Times** UK/Cyprus/Cairo  
**Director of Strategic Partners:** *UPI*
- Responsible for branding, marketing and sales, UK, US, Middle East
  - Introduced and developed Middle East Partner alliances
  - Responsible for expansion of markets through partner alliances.
  - Responsible to the President, CEO and Board on overseas business
  - Compiled reports on potential Middle East, African and European partners
  - Relocated office from Athens to London, reorganised business procedures
  - Developed strategy for expansion in Middle East, Africa, Europe
  - Produced reports on foreign investment limitations, strategy, legal / political issues
  - Established London & Cyprus office, satisfying legal and employment formalities
  - Developed Middle East distribution and advertising office in Egypt
  - Protected brand; maintained operations in adverse political / legal conditions
  - Developed and implemented training for contracted / partner alliance staff
  - Direct business opportunities, introductions and contract negotiations.
  - Responsible for marketing, PR and revenue generation
- 1989 to 2003 **GENERAL MANAGER:** *Natural Wonders Ltd, UK / USA*
- Established 12+ profitable businesses in UK (*Eastbourne*) and US markets.
  - \$3m+ gross pa, created 100+ jobs.

- Oversea all aspects of operations from strategy, legal, finance to full operation.
- Marketing, sales, advertising and PR (TV, print, radio, Internet)
- Formulate and execute growth strategies, and budgets.
- Source goods and services.
- Recruit, train, supervise and evaluate employee performance.

1986 to 1989

**SALES & MARKETING DIRECTOR:** *Kimat Paint Company, Boston USA*

- Founding team member, researched, developed, launched new products.
- Created and successfully lead marketing team to accomplish revenue targets.
- Marketing includes; television, radio, newspaper interviews and advertising, trade shows exhibitions, PR, B2B, telephone, newsletters and direct sales.
- Formulated and negotiated distribution, placement and executed marketing strategy.

1980 to 1986

**DISTRICT SALES MANAGER:** *Décor Marketing, California USA*

- Prepared marketing materials, trade exhibitions, print, promotional presentations.
- Supervised staff training and motivational team building seminars.
- Established financial targets and evaluated results.
- Developed new markets, products and sales techniques, and pioneered new territory.
- Successfully opened numerous profitable retail outlets, negotiated lease, hired staff, merchandise control and budgets.
- Regularly achieved first place, national sales force of 500+, for monthly revenue targets.

## Education & Training

2007

**City & Guilds 6129 Plumbing, Part 'P' Electric:** Mechanical and Electrical Training-UK, Rotherham, Yorkshire

2000 to 2001

**MA of Law & International Legal Studies (LLM):** *Washington DC College of Law*

1997 to 2000

**BA of Law (LLB):** *University of Sussex, Brighton, East Sussex*

1991 to 1993

**MA of Religious Education (MRE):** *Theological Seminary, New York, USA*

1988 to 1991

**BA of Science:** *Regents College, University of New York, USA*

1975 to 1977

*Kingswood School, Bath, UK*

1972 to 1975

*Gordonstoun School, Morayshire, Scotland*

## Additional Information

DOB: 16<sup>th</sup> December 1958

Citizen: British Citizen, US Residency Permit

Married, 6 children

Interests: Gardening, DIY, Swimming, Travel and F1 sports

Volunteer activities: Founder and Director of **Natural Waters**, a humanitarian organisation dedicated to providing and promoting the Right to Water. Served as Alaskan State Director for Social Outreach, chairing board meetings, setting budgets and directing projects.

Enjoyed organising large-scale conferences and speaking tours.

**Current activities:** Special interest in Human Rights especially the Right to Water. Preparing studies for PhD in aspects of economic and social Human Rights issues. Volunteer speaker for **Water Aid Charity UK**

**References:** Contact details of personal and professional referees willingly supplied upon request