

Alan Day

Curriculum Vitae

Nationality: British / Australian
Profession: Real Estate - International Property Consultant.
Qualifications: ACRE (WA) Licenced Agent
Residence: Crawley, Perth, Western Australia.
Marital Status: Married with 2 children

Career Summary

Date	Company	Location	Activities
1980 -1989	Wimpey Homes	UK	Sales Marketing, Land Manager
1989 -1992	Charles Church Developments Ltd	UK	Land Director, Sales Director, Special Projects
1993 - 1995	Kempton Morrill Real Estate	Australia	Partner Residential/commercial Sales.
1996 - 1999	Renkema Estates.	Australia	Principal/Licensee of Real Estate company.
1999 - 2001	Centex International Dallas USA	UK/USA	Board Director, Company Acquisition, Group Land Sales and Marketing Director, Due Diligence, Valuations
2001 – 2010	Private Consultancy Business Development	UK/Dubai	Formation of Strategic Alliances, and Joint Ventures in both Public & Private Sector, Residential and Commercial Property Acquisitions and Disposals, Land Trading, Management Consultancy.

2010 - Present	DAY 1 Real Estate	Australia/UK/Indonesia/Singapore/Dubai	An International Property company that specialises in residential and commercial property sales and acquisitions. Alan has a private and exclusive network of international investors that include both corporate and private syndications.
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Career Details:

I began my commercial life in the U.K. with **Wimpey Homes** in 1980. Areas of responsibility included Sales, Marketing and Land acquisition, In 1980 I was asked to join **Charles Church Development Plc.**

My career developed from sales management at Charles Church into Land and special projects. I was selected to head the public relations and promotional areas of the business, organising large scale conference participation focussing on promoting and maximising the corporate profile of the company.

The real estate recession in the 80's resulted in a move with the family to Perth, Western Australia. In pursuit of a real estate career in Perth I joined **Kempton Morrill** (one of the largest real estate agents in the Western Suburbs which is Perth's premium real estate area). My duties included commercial property management as well as the acquisition and disposal of land and property assets of clients.

I embarked on a 2 year course (a statutory requirement) and gained my licensee and business operating certificate (Advanced Certificate of Business – Commercial and Residential Real Estate) and proceeded to open my own real estate practice Renkema Estates in 1996.

In 1999 I was approached by Centex and agreed commercial terms that required a return to the U.K.

Centex International is a wholly owned subsidiary of **Centex Corporation**, based in Dallas, Texas. Centex is a Fortune 500 Company building in excess of 25,000 homes a year.

I reported to the Executive Chairman of Centex International Stewart Baseley, and I was a member of the due diligence team involved in the acquisition of **Fairclough Homes** from **AMEC** in 1999 for circa £160m. My scope initially was to assess values on immediate and strategic land as well as commercial property holdings.

Post acquisition my responsibilities included spearheading a re-structuring of the five national businesses, the primary focus was on Agency Sales and Marketing. This included rationalisation of resources as well as initiating senior management appointments for the group.

Centex sold Fairclough Homes to the Miller Group in 2001 for £680m

In 2001, I left Centex to set a private consultancy business focussed on Real Estate development, general land trading, brownfield land acquisition/disposal and business consultancy. During this period I was fully retained and had commercial dealings with key decision makers within the following major corporations:

- **Persimmon Homes** - CEO
- **Taylor Wimpey** - CEO
- **Barratt Homes** - MD
- **Wates Group** - MD
- **Charles Church Homes** - MD
- **Gleeson Homes** - CEO
- **Halifax Land and New Homes** - MD
- **Consensus Business Group** - Chairman

- **Ernst & Young** - Senior Partner
- **SEGRO** - MD
- **Quintain Estates and Developments** – CEO
- **Sainburys Plc** – Property Director
- **Wyevale Garden Estates** – Executive Chairman
- **Shell** – Director
- **Tesco** – CEO
- **Halliburton** – Commercial Director
- **Arabtec** – CEO
- **Jones Lang LaSalle** – Director
- **Faldo Golf Course Designs** – Director
- **BP** – Director
- **Transco** – MD
- **Western Mining (Aus)** - Director
- **National Grid** – MD
- **AIG** – Managing Director
- **BT** – Main Board Director
- **Virgin Group** - CEO

I have considerable experience in Business Development and Strategic Alliance formations and Marketing and deal making of one form or another across a comprehensive business spectrum, and I can demonstrate entrepreneurial flair, energy, integrity and can also demonstrate skills both in leading and motivating people who work with or for me.

I am very comfortable in a team environment and operate in a collegiate manner. I bring enthusiasm and a keen sense of humour to my work and am driven to produce results. I am well known for my doggedness and determination to see a task through to a successful conclusion.

I am confident of my abilities to deliver in the following areas:

- Implementation and delivery of corporate Business Development strategy;
- Developing Marketing strategies;
- Promoting teamwork;
- Maintaining and further developing strong client management skills;
- Ability to negotiate and execute deals at the highest level;
- Strong oral and written communication skills;
- Self motivation and persistence;
- Strong interpersonal / leadership skills, robust, consultative but with a firm commitment to maintaining the highest degree of professionalism and integrity
- Always looking to work with people with superior skills that complement the overall team goals.

Contact details:

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Interests:

Family and friends, golf, food and wine, travel, photography, skiing

