

Bex B R Y A N

BUSINESS MOVER & SHAKER
+ EVENT ORGANISER!



SUMMARY

I am a “doer”! I am a SPACE LOVER! I love to make things happen by being goal driven! I ‘ace’ goals - then I shift the goalposts and hunt for more.

I am a highly organised tech-savvy sales and business professional with a unique proficiency in communication and connection, and have been pivotal in event management, logistics and organising events from MeetUps to trade shows.

With international business development, event management, retail, and sales experience, I offer the rare combination of strong analytical skills, highly accomplished AI scaling in many areas of business, coupled with a deep understanding of leveraging new opportunities whilst maintaining long-standing client relationships/partnerships.

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WORK EXPERIENCE

BUSINESS DEVELOPMENT MANAGER / ARCHITECTURAL BUILD AND DESIGN MANAGER
MARCH 2018 – PRESENT

Responsibilities + Achievements

- Business Development Manager Kovacs Design Furniture Travelled New Zealand developing new business both commercial and residential, organising events and hosting workshops.
- Head of the Residential Division for Miles Construction, after working for Benchmark Homes for five years.
- Won new clients for all custom builds, then designed bespoke homes for clients with sole responsibility for all specifications and design - project management, logistics
- Built website and designed new logo and all rebranding for Miles Construction
- Developed Collateral such as presentations, workshops MeetUps and conferences
- Negotiated contracts and agreements in various capacities
- Was responsible for producing all social media posts and Trade Me ads, with all associated print collateral such as site signage, flyers, booklets, QR codes etc
- Developed and implemented innovative marketing strategies through social media online, content creation etc resulting in over a 235% increase in coverage
- Improved processes for the business as well as improved tender documents and print collateral for commercial

NZ INTERIORS + USA INTERIORS WORK
2005-PRESENT

Responsibilities + Achievements

- Operated my own interior design businesses (NZ Interiors and FlyingKiwi Design) both here and in the USA, specialising in homes \$3M to \$45M in the USA.
- Worked with two key builders as their sole designer for luxury oceanfront homes up and down the East Coast, USA - responsible for all building specifications to turn-key furnishings.
- Attended High Point Trade Fair twice a year, for over a decade, as well as the Coterie in NY and the international furniture market in Las Vegas once a year - both as an Exhibitor and as a Buyer for clients and Bauer International. This involved international logistics and organisation of setting up trade show booths, developing collateral, organising events, stand setups and conference organising.
- Keynote speaker two years at NZ Retail Trade Show

EDUCATION

High School - ChCH Girls High, and London
Bachelor of Arts - double major in History and English
University of Canterbury, Christchurch
Bachelor of Business - Major in Marketing
University of Canterbury, Christchurch

Bex BRYAN

(CONTINUED)



SKILLS

- BUSINESS DEVELOPMENT
- AI IS A HUGE FOCUS IN MANY AREAS
- SOCIAL MEDIA MANAGEMENT
- EVENT MANAGEMENT- CONFERENCES | TRADE SHOWS | WORKSHOPS | CHARITABLE EVENTS
- CLIENT MANAGEMENT, FOLLOW UP ETC
- MARKETING - DIGITAL, PRESENTATION ETC
- CRM SOFTWARE
- FINANCIAL + DATA ANALYSIS
- NETWORKING SKILLS
- ADOBE CREATIVE SUITE, PROFICIENT IN BOTH MICROSOFT AND APPLE PRODUCTS
- PRESENTATION SKILLS BOTH AS KEYNOTE SPEAKER AND DIGITAL PRESENTATIONS

ACHIEVEMENTS

MCMURDO STATION AWARD

DISTINGUISHED ACHIEVEMENT AWARD

Sole recipient awarded by Station Manager

LOGISTICS MANAGEMENT OF DEPT 36M TONS OF HAZARDOUS MATERIAL AND MACHINERY OFF THE CONTINENT OF ANTARCTICA OVER THREE YEARS

DISTINGUISHED VISITOR COORDINATOR - INCLUDING PRINCESS ANNE, SIR EDMUND HILLARY, GRAHAME SYDNEY, CHRIS CREE BROWN AND DICK FRIZELL AMONG MANY OTHERS!

REFERENCES

AVAILABLE UPON REQUEST

WORK EXPERIENCE CONTINUED

UNITED STATES ANTARCTIC PROGRAMME - MCMURDO STATION + SOUTH POLE 1998-2006

Responsibilities + Achievements

- Five summers and two winters in Logistics Management and supervision, Air Services Representative
- Primary Search and Rescue team member and mountaineer - three years
- Heavy Equipment Operator, crane and forklift/pickle operator for hazardous substances. Icebreaker offload.
- Peer Counseling Group Founder - ex-military from Iraq and Afghanistan working in McMurdo suffering PTSD: I am proud to say this group is still in operation on the Ice today.
- Consistently met or exceeded KPI's for the USAP, earning recognition multiple years for top performance.
- Organised many events on the Ice for the USAP and distinguished visitor coordination
- Won many "boondoggle's for exceptional work - from playing Bingo with Sir Edmund Hillary to dive tending for National Geographic to hosting excursions by helo to the Ice Edge to put backpacks on Adelie penguins to star gazing at the South pole with scientists in Winter - to name a few
- I created a KIDS PROGRAM where my husband and I went out and talked to schools about Antarctica and some of the Scince projects being worked on.

RETAIL EXPERIENCE: CELADON, MARSHALLS, FOLEYS ATELIER AKAROA, ZINNIA

Responsibilities + Achievements

- Owned my own store in Charleston SC (Zinnia) - responsible for all aspects of the business - from sourcing inventory, trade shows, to merchandising to recruitment to finances to advertising to selling! Sold in 2012
- In between deployments to Antarctica, I managed large department stores: Foleys in Denver, CO and Marshalls and Celadon in Charleston, SC. Marshalls had a turnover of \$65M per annum.
- After my beloved husband was suddenly killed in 2015 I came back to Christchurch, and had to pivot - quickly - so I started my own business Atelier Akaroa on Banks Peninsula. I sold furniture, clothing, accessories and unique pieces by NZ artists. I had 118 cruise ships arrive on my doorstep until after three years of successful operation Covid took it to zero and I closed my business.

CERTIFICATIONS

Licensed Exclusive Listings Real Estate Agent - Charleston, USA
Trade Exhibitors Certificate, High Point NC
Te Pae Set up and Convention Centre Crew
Designers Institute of New Zealand (DINZ)
Charleston Chamber of Commerce
Key Fundraiser for Charleston Symphony Orchestra
Regular attendance at Business Canterbury
Volunteer - Habitat for Humanity
Volunteering Canterbury - for numerous organisations



Bex
B R Y A N
T H I N G S I L O V E
+
W O R K R E L E V A N T T O S P A C E

QUOTES TO LIVE BY

"THE ONLY WAY TO DO GREAT WORK IS TO LOVE WHAT YOU DO"
- STEVE JOBS

WE HAVE NO MONEY..... SO WE HAVE TO THINK.
- SIR PETER BECK

THE BEST VIEW COMES FROM THE HARDEST CLIMB. IT'S NOT THE MOUNTAIN WE CONQUER BUT OURSELVES.
- SIR EDMUND HILLARY

BRIEF SPACE DEFINED FACTS

In Antarctica I was lucky enough to dine with visiting astronauts and scientists. I dined with Don Pettit as part of ANSMET. I won a prize from NASA to go out on the Ice when NOMAD was deployed. The following season his evil twin brother DAMON (NOMAD spelled backwards!). they were meteorite gathering robots for NASA.

At the South Pole in winter it is the clearest atmosphere on the planet. We had a club where every Friday we would drink "Friday night slushies" with the cleanest ice on the planet with the scientists. We would then go out and look at the vast sky and the meteors and the stars etc. Antarctica after two winters gave me my fascination with Space.

After eighteen years living in the USA Cape Canaveral, FL was a favourite place to visit and I volunteered at a Space Camp once. Living in Charleston SC we would actually see launches flyover. I have been an avid follower of Rocket Lab, either going live to their launches through the years in Mahia or live online. If I was younger, I would have loved to apply for an internship in the US using my dual citizenship of NZ and USA. I attended a talk by Jim Lovell in Portland OR which was a highlight many years ago. My husband (now deceased) was in charge of radars in Antarctica, Afghanistan and Iraq for the USA and we frequently had to line up with satellites as they passed over McMurdo station up at the transmitter site. Thrilling!

I love events, organising them, hosting them, bringing them in on or under budget and receiving fantastic feedback after the event/workshop/conference etc. Part of that is also preparing necessary print collateral, I am a savvy web designer with a fascination for fonts and graphics. Promotions backed by social media etc and staying on top of current breaking news. I love bringing ideas to life, and I am passionate about everything I do.

FUN ACHIEVEMENTS

- I HAVE VISITED EVERY CONTINENT ON EARTH AND ALL 50 STATES IN THE USA (BUT WHO'S COUNTING?!)
- THE COLDEST I HAVE BEEN IN IS - 118 DEGREES WIND CHILL.....IN A CONDITION ONE STORM IN ANTARCTICA IN A WHITE OUT ZONE
- THE HOTTEST CLIMATE I HAVE BEEN IS 44 DEGREES IN GUANGDONG, CHINA LAST YEAR WITH A CLIENT.
- I HAVE BEATEN SIR EDMUND HILLARY AT BINGO - IN ANTARCTICA. MY PRIZE? A SIGNED \$5 NOTE!
- I ABSEILED OUT OF THE WESTPAC RESCUE HELICOPTER FOR MY WEDDING IN PIGEON BAY
- I DIVED IN UTILA AND ENDED UP IN HOSPITAL IN HONDURAS (BY MYSELF!)
- I HAVE CLIMBED ARCONOGUA, IN ARGENTINA