

EAMMON HAMILTON

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WEBSITES, PORTFOLIOS, PROFILES

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SUMMARY

Conscientious professional driven to manage costs and establish strategic beneficial partnerships. Create productive alliances with organization leaders and support key business initiatives. Results-oriented leader possessing exceptional communication and organizational skills. Award-winning Managing Director known for exemplary team-building and project oversight skills. Gifted at working with all sorts of personalities.

SKILLS

- Entrepreneurial Mindset
- Teamwork & Collaboration
- Sales & Operations
- Digital Analytics

EXPERIENCE

12/1997 - Current **Managing Director, Red Scooter, Melbourne, VIC**

- Facilitated improvements to performance management system.
- Managed daily operations, including supervising multiple team members.
- Spearheaded development and implementation of well-coordinated plans and well-trained team.
- Maximized efficiency of operational systems by updating internal frameworks and controls.
- Assessed, optimized and elevated operations to target current and expected demands.
- Coordinated schedules and day-to-day activities of crew to satisfy project needs.
- Identified and pursued new potential client services opportunities and business development activities.
- Managed employment agreements, compensation plans, salary analysis and corporate governance.
- Streamlined efficiency, reduced labor hours and boosted profitability to optimize overall productivity.
- Increased efficiency, effectiveness and profitability by managing team productivity, costs and budgets.
- Improved profit margin % by sourcing new vendors and negotiating favorable contracts.
- Drove growth, experience and institutional knowledge of events team to provide

highest level of client services.

- Administered payroll, retirement-plan contribution tracking and health and welfare outsourcing.
- Evaluated effectiveness of performance management systems and devised improvements to strengthen controls and optimize results.
- Managed talent acquisition and general operations staffing to maintain effective service delivery and mentoring.
- Monitored supplier operations to verify quality, delivery schedule and conformance to contract specifications.
- Delivered high level of service to customers in effort to build upon relationships for future.
- Formed and sustained strategic relationships with clients.
- Capitalized on existing talent while facilitating recruitment and development of new talent.
- Developed high-performing teams which consistently exceeded goals, driving revenue and market expansion.
- Managed primary account relationships, exceeded client satisfaction standards and met servicing obligations.
- Provided leadership to 550+ employees through coaching, feedback and performance management.
- Met individually with employees to offer feedback and insight on job performance after careful review.
- Contributed to professional development of client staff through effective training and mentorship.
- Established strategic partnerships to form business referral program.
- Collaborated with staff to maximize customer satisfaction, streamline procedures and improve bottom-line profitability.
- Oversaw day-to-day operations of events business, coordinating operational strategies to achieve profit and growth targets.