



## Michael J Earp

Michael has many years senior management experience in private sector companies, including ten years in the role of Managing Director. Included in these was The Andrew Brownsword Collection, creator of the Forever Friends franchise and sold to Hallmark Cards Inc in 1994; at the time, the UK's second largest ever trade sale. Currently, he is Non Executive Director and Vice Chairman of the Royal United Hospital NHS Trust, Bath, Chair of Clinical Governance Committee.

### Experience

**Non Executive Director**- Christopher Milton Stevens Limited

*Undertook various roles such as jewellery retailer and business update & development.*

**Member of the Loan Approvals Panel and Business Mentor**- The Prince's Trust

*Spent time assessing business plans & determining funding applications as well as facilitating young entrepreneurs with start ups.*

**Chief Executive Officer**- FlyOnTheWall.tv – Website Company

*A new start up, a pre-cursor to YouTube.com - initially funded by Venture Capital Company until the 'dot com crisis'.*

**Managing Director** - Woodmansterne Publications Limited- Greeting Card Publisher

*A family business started in 1987 which needed radical restructuring and culture change.*

**Managing Director** - The Andrew Brownsword Collection - Hallmark Cards UK

*Sales grew from £4M in 1986 to £30 million in 1994, the most profitable in the Industry, consistently achieving net margins in excess of 60%, acquiring other publishers in the process and finally sold to Hallmark Cards Inc, the Industry's world leader.*

**Deputy Managing Director** - Bonham's, Fine Art Auctioneers & Valuers

*Promoted from initial role as Administration Manager to Deputy Managing Director.*

**Retail Distribution Manager**, Regional Retail Manager, Project Manager, Assistant to Company Secretary- Steinberg Group plc, M&S Ladies Clothing Manufacturer

*Worked his way up from his starting position in 1972 as Assistant to Company Secretary via a Project Manager role, relocating business from London to Milton Keynes. He eventually hit Regional Retail Manager level before becoming Retail Distribution Manager in 1975.*

### Professional and Other Qualifications

- H.N.D. Business Studies, Oxford Brookes University
- Graduate, Chartered Institute of Marketing
- Graduate, Institute of Chartered Secretaries and Administrators
- President, Greeting Card Association (1996 -1998)