

Mac Thomson

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PROFILE

Manager, operator and investor in hotels, serviced offices and related assets. Currently heading an established hotel and asset management and investment company that remains focussed on mid-range properties. Mac has a proven and practical approach to identifying and delivering new business opportunities while ensuring that current assets and business interests are managed in a profitable manner.

With foundation training with an international accounting firm, Mac maintains a solid financial awareness that entails detailed assessment and appraisal of all commercial components of a business, with specific attention to key performance indicators, both industry standard KPIs and those developed for specific businesses.

Throughout all his dealings Mac has a clear focus on analysing and presenting the best structure for any given situation. This focus, together with a strong hands-on approach, has encouraged him and associated investors to successfully invest in a range of hospitality industry projects in Southeast Asia and Oman.

Mac's corporate priorities are based on the importance of effective management that identifies those business components that deliver results. This work is often centred around the management principle of Management By Walking About. Through this management style Mac is readily able to identify and access the key internal and external resources required to bring a project to profit.

In all aspects of his professional life Mac is known for his direct leadership, accurate financial analysis, entrepreneurial spirit, enthusiasm and energy — positive characteristics for any industry. As a highly effective communicator, his approach helps form efficient teams that work together harmoniously. His management approach creates a constructive workplace that encourages growth and a common sense of purpose.

EXPERIENCE

Chief Executive Officer

Falcon Hospitality LLC (www.FalconHotels.co)

Dec-17 to Present
Muscat, Sultanate of Oman

Falcon Hospitality is an international hotel and asset management company. The company was formed to address the specific needs of the regional hospitality sector. Falcon has 900+ keys under management.

- ✔ Established, implemented and internally and externally promoted the business model for the company.
 - The model included the formation of service centred clusters to minimise costs and maximise returns.
- ✔ Developed the brand, the online presence and all the marketing collateral for the business.
- ✔ Identified and established new revenue streams for the company and the managed properties.
 - This work included the identification and effective modelling of serviced offices, hotel management software.
- ✔ Identified, delineated and promoted the various products within the range of assets currently managed.

CEO/Investor

MMIS LLC (www.MMIS.co)

Jan-07 to Present
Muscat, Sultanate of Oman

- ✔ Incorporated a Tier 1 company in Oman to handle the planned investments within the hospitality industry.
- ✔ Developed projects and managed assets for a range of mixed used projects.
- ✔ Identified and developed tourism business opportunities e.g. medical tourism, summer language classes etc.
- ✔ Planned, developed and directly coordinated all marketing efforts for a range of new hotel and restaurant brands.
- ✔ Assumed direct control of online marketing activities through various mediums.
- ✔ Developed, monitored and assessed brand standards and usage guidelines.
- ✔ Prepared and implemented hotel marketing strategies and brands for mid-range hotels.
- ✔ Prepared complete capital expenditure budgets for hotel projects, and implemented the same.
- ✔ Delivered all projects under budget - and well under local industry standard FF&E budgets.
- ✔ Reported in detail on operational and financial performance and competitor analysis.
- ✔ Professionally advised on all operational and financial aspects of new hotel projects in Oman and the UAE.

General Manager/Investor

Midan Hotel Suites (www.MidanOman.com)

Jan-07 to Jun-16
Muscat, Sultanate of Oman

- ✔ Directly responsible for the pre-opening of the hotel. Sourced all operating and technical systems for the hotel.
- ✔ Set and monitored all staff levels and ensured that all employment levels are better than the local industry standard.
- ✔ Prepared, presented, implemented and monitored the hotel budget.
- ✔ Assumed direct responsibility for the online marketing of hotel, including the strategy for Online Travel Agents.

Executive Director/General Manager

TradeWinds Management Sdn Bhd/Paragon Ltd

Apr-99 to Dec-08
Bandar Seri Begawan, Brunei Darussalam

- ✔ APEC 2000. Secured the international contract and directly managed a multi-million dollar government project for the development and asset management of the Ong Sum Ping Residences (www.ospbrunei.com), a multi-purpose real estate and hotel development.
- ✔ Directly managed Orchid Garden Hotel, 154 room business hotel (www.OrchidGardenBrunei.com).
- ✔ Managed the pre-opening, including the direct supervision of the construction stage and the smooth hand-over.

EDUCATION/ QUALIFICATIONS

- ✔ 1971 to 1975 Church of England Grammar School, Brisbane, Australia
- ✔ 1976 to 1978 Queensland Institute of Technology, Bachelor of Business (Accounting)
- ✔ 2012 Admitted as a Fellow of the Australian Institute of Management (FAIM)

SKILLS/STRENGTHS

- ✔ In business: Proven, Profitable, Practical and in Place. Entrepreneurial, focussed.
- ✔ Core beliefs: Under-promise and over deliver, MBWA (Management By Walking About).
- ✔ Personally: Tenacity, ability to adapt and learn, desire to explore options to deliver solutions.