

# Paul Burgess

BA (Hons) Law

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## Property Development and Investment Professional with over 30 years' experience / Practising Lawyer

- **Key expertise: very strong commercial awareness and strategic ability, instrumental at Board Level in the significant growth of businesses, effective negotiator of contracts and vendor agreements, strong HR background – recently established all policies and best practice procedures for a fledgling company**
- **Over 30 years' in senior roles and Main Board member for the Emerson Group – one of the largest privately-owned property companies in UK (£1 Billion+ asset value)**
- **Proven problem solving ability, and track record of individual and team delivery**
- **Qualified Solicitor for over 40 years with an in-depth knowledge of: commercial and domestic property law, planning law, employment law, contract & legislative requirements**
- **Strong leadership and people management skills, effective at developing teams and coaching / mentoring staff to optimum performance, managed teams of up to 50 staff**
- **High achieving business manager with a track record of driving businesses forward to achieve a sustainable platform for growth in-line with business and financial models**
- **Proven team player with a 'can do/will do' attitude, effective problem solver with a career of developing innovative solutions and the ability of 'blue sky' thinking**

### EMPLOYMENT HISTORY

**2019 April onwards      Adra Business Services Ltd      Managing Director**

Formation of own Business Advisory/Consulting Business, with primary (but not exclusive) focus in the residential and commercial real estate sector, providing advice and strategic guidance ,at all levels from junior management to CEO/Board, and to a whole range of organisations, from fledgling start ups to large high profile companies , both in the UK and abroad

#### Key Offerings:

- Pragmatic common sense advice , quickly getting to the heart of the issues, and problem solving
- Highly experienced in Property Development, Construction, Property Investment and Management
- One stop service, providing swift cost efficient access to all aspects of real estate business, from land assessments and buying , dealings with local and public authorities, through planning, all necessary consultancy services, short and long term finance models, property development, construction and contracting, land sales or investment retention , with very significant network contacts
- Flexible approach and ability to provide Non Exec experience/direction, and both short/long term advisory services ,to suit Client requirements and budget
- Mediation services within businesses, acting objectively to provide long term solutions/benefits

**2017 to March 2019      De Trafford Group      COO (Chief Operating Officer)**

Contract role to strategize and implement new structures and operating procedures for this evolving company (predominantly city centre high rise residential property) and create a platform for business growth over the short / medium / long term. This included: establishing all contracts, all HR systems and recruiting staff, leases, supplier agreements, putting into place the new infrastructure and corporate strategy for the company to expand sustainably.

#### Key Achievements:

- Key part of the strategic Chief Officer team that has put into place a highly profitable business model that is due to generate sales of over £1 billion, and provide long term residual income
- Effectively negotiated the legal / commercial agreements with businesses and local authorities for several mixed-use major developments
- Established the corporate governance and compliance framework including GDPR, health & safety

#### **1988 to 2017**

#### **Emerson Group**

#### **Main Board Director**

The 60-year-old Emerson Group is one of the UK's largest property development / investment companies, portfolio value £1 billion, incorporating Orbit Developments / Jones homes and international property brands. During my employment several senior positions were held including:

Main Board Directorship for 13 years (2004 to 2017)  
Directorship of Property Management Company for 22 years (1995 to 2017)  
Directorship of Commercial Development and Investment Companies for 20 years (1997 to 2017)  
Director of Planning and Procurement for 13 years (2004 to 2017)  
Private Family Trust Director for 15 years (2002 to 2017)

#### Key Achievements:

- Key and instrumental part in the management board that developed the asset base to over £1 billion
- Key procurement and negotiation role on developments from single sites to major schemes including three of the North Wests major schemes: Middlebrook at Bolton, Lowry at Salford Quays, Horwich Loco Works (1,750 homes)
- Effectively managed over 3,000 customers and 1,000 properties nationally

#### **1980 to 1988**

#### **Solicitor in Private Practice**

Employed by two firms as a Solicitor specialising in property and commercial law, four years each.

### **OTHER POSITIONS OF AUTHORITY**

1988 to date	Governor of Rydal Penrhos School
1999 to 2017	Senior Founding Trustee of Bolton Arena (Bolton Council owned sports facility)
2012 to 2017	Friends of Cancer Research Regional Advisory Group
2005 to 2014	East Cheshire Hospice Strategic Advisory Group, 4 years as Chair
1996 to 2010	Parish Councillor, 4 years as Chair
1992 to 2001	Governor of Primary School, 5 years as Chair

### **EDUCATION**

BA (Hons) Law 2.1  
Solicitors Finals Exams Pass – Solicitor of the Supreme Court since 1988

### **OTHER INFORMATION**

Rugby player and coach, keen golfer, sailing, coastal walking