

Mike Wells

**Michael John Wells,
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A former CEO with over 30 years senior management experience in blue chip public companies and a proven track record in both consumer and business-to-business markets. Particular strengths include marketing, leadership, people management and acquisitions.

Career history

1972 –95 EMAP plc

1972 –74 Graduate Trainee with local newspaper division

1974 – 76 Publicity Manager National Consumer Magazines

1976 –78 Senior Publicity Manager

1978 –82 Marketing Director Emap National Publications

1982 –87 Managing Director Emap Maclaren Exhibitions

1987 –91 Deputy Chief Executive Emap Exhibitions Group and Managing Director of Trade Promotion Services (International Spring Fair)

1991 –95 Chief Executive Emap Exhibitions Group

Left Emap in 1995 to join P&O Group

1995 -2000 Group Managing Director Opex Exhibiton Services and Director of Earls Court Olympia Ltd.

Responsible for a group employing 300 staff located in London and Birmingham supplying goods and services to the UK Exhibitions market.

Company sold to Melville Exhibition Services in May 2000.

Joined Melville as Director for 12 months to help establish London operation at Excel
Left full-time in July 2001 but retained as consultant

Consultant

I have operated as a self-employed consultant since 2004. The roles I have undertaken in addition to Melville include:

I operated as Launch Director for the Association of Exhibition Contractors (**AEC**) on behalf of the Association of Exhibition Organisers (**AEO**) establishing a core of 60 companies as the foundation of the new body to represent the contracting industry.

I have been a non-exec Director with **Mash Media** helping them to develop an improved management structure for the company and advising on strategy.

I have also written and presented various **training modules** for inexperienced management teams.

Nexus Group. Advising on the marketing of new products.

Easyfairs. Negotiating the acquisition of Maintec and investigating other possible additions to the portfolio.

Sternberg Clarke. Acting as a non-exec director of a company specialising in live entertainment and advising them on how to establish themselves in the exhibition market.

Current requirements

Interested in other non-exec/advisory roles in developing companies within the exhibition, conference or publishing sectors or consultancy projects

Qualifications

B.A. (Hons) Business Studies 1968 –72 Leeds

Executive Programme Stanford University California 1993

Personal

Married, 2 daughters

Leisure activities

Tennis, Golf, Member of Emilys Cat (the exhibition industry's own rock band! – bookings welcomed!)