

# James Hosea – Curriculum Vitae

## Personal Details

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Address:	Skuteviksveien 1 5035 Bergen Norway	Nationality:	British / Swedish
Telephone:	+47 920 19 623	Date of Birth:	11 July 1971
		Web site:	<a href="http://www.jhosea.com">www.jhosea.com</a>
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## Work Experience

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- 2004 – today [jhosea consulting](#)  
*Strategy and Marketing Consultant*  
Set up own business in 2004, working as an independent consultant.
- Developed international marketing strategy for leading business school
  - Assessed proposed PhD programme for Norwegian government agency
  - Sold farmed salmon branding report to Innovasjon Norge
- 2000 - 2002 [Roland Berger Strategy Consultants](#)  
*Senior Consultant*  
Largest European strategy consultancy, ranked seventh globally after McKinsey by revenue. Joined as Consultant in 2000 and promoted to Senior Consultant in 2002.
- Conducted analysis and developed strategies
  - Responsible for management of project modules
  - Presented to and dealt directly with client senior management
  - Projects worked on include: business process re-engineering, corporate restructuring, strategic review of business units and market due diligence
- 1998 - 2000 [First National Bank plc \(Abbey National Group\)](#)  
*Senior Account Executive*  
Started as Senior Account Executive and was acting Deputy Branch Manager 2000.
- Negotiated packages and funding contracts with clients
  - Sold and implemented performance improvement programmes to clients
  - Managed performance of internal sales staff
- 1995 - 1998: [Lombard Motor Finance \(Nat West Bank Group\)](#)  
*Account Executive*  
Began as an Account Executive in 1995, promoted to a larger territory in 1996 and promoted to Account Manager with Land Rover Finance joint venture in 1997.
- Responsible for achieving revenue and profit targets
  - Trained, developed and managed performance of client sales staff
  - Negotiated packages and funding with mini-groups.
- 1991 - 1992 [John Millar & Sons \(1844\) Ltd \(Confectionery manufacturer\)](#)  
*Quality Control Assistant*

## Education and Qualifications

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- 2002 - 2004: [Norges Handelshøyskole](#)  
*Master of International Business* Specialising in Strategy and Marketing
- 1989 - 1995: [University of Glasgow, Scotland](#)  
*Master of Arts (with Honours)* Geography with Management Studies. Class 2:1
- 1983 - 1989: [Hermitage Academy, Helensburgh, Scotland](#)  
*Highers:* English, Mathematics, Economics, Physics, Chemistry and Modern Studies

## Positions of responsibility

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- 2005 - dd Elected Chairman of the Bergen Scottish Society
- 2003 Elected committee member of MIB Council, a subcommittee of NHHS
- 2003 Organised and led first MIB Forum at NHH
- 1993 - 1994 Leader of University of Glasgow glacial expedition to Iceland

**Additional skills**

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- Good working knowledge of Microsoft Word, Excel and Power Point
- English as mother tongue
- Speak fluent Norwegian and intermediate Swedish

**Interests**

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- Include skiing, hill walking, sailing, current affairs, films, reading and travelling

**References**

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References and copies of academic qualifications are available on request.