

## Contact

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## Top Skills

Unified Communications

Telecommunications

Video Conferencing

## Languages

English (Native or Bilingual)

Spanish (Elementary)

French (Elementary)

## Certifications

BA Honours in Accountancy &  
Finance

# Andrew Hamaton

Founder & Owner - Mallorca Yachts & Property  
Palma, Balearic Islands, Spain

## Summary

I launched Mallorca Yachts & Property at a time when the island was embarking on a re-branding strategy. The government has been leveraging its reputation and investing heavily in the island's infrastructure to target core markets that drive the islands economy. Since then we have grown a strong partner and client network offering luxury and affordable yachts and property to customers all over the world

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## Experience

### Mallorca Yachts & Property

Founder & Owner

December 2014 - Present (9 years 7 months)

Mallorca

Hard work and networking since the launch of Mallorca Yachts & Property has led to a high quality portfolio and a very strategically strong position to source the best real estate, plots, projects, hotels and investments for you.

Having strong connections in the local community puts me in a position of strength to give investors exposure to the best and most exclusive opportunities. These relationships are critical to accessing the best opportunities, as these are the opportunities you wont find published and generally stay within a local circle of trust.

Yachts and property often go hand-in-hand so due to this synergy I also charter and broker yachts

and and as such I have a portfolio of the best yachts in the area to charter and broker. To extend my reach while ensuring client security, I also collaborate with all the MYBA Yacht brokers and CA's from all over the world.

### InterCall

8 years

Global Enterprise Acquisitions Manager - EMEA

October 2012 - December 2014 (2 years 3 months)

Bracknell

As a Global Enterprise Acquisitions Manager, I dealt with the most senior decision makers in the largest Global Corporations.

My role was to advise on Unified Communications, Conferencing and Collaboration, Virtual Broadcast Media and next generation technologies.

Leveraging the position of InterCall's parent company 'West Corporation' we were also able to offer contact centre solutions. By combining that with technologies leveraged from its partner network InterCall was able to provide a first in virtual contact centre solutions.

I always embrace new concepts and was first to the table when new developments and opportunities like this were presented

I enjoyed a successful and rewarding career and met some fantastic people who I now consider friends for life.

**Senior UC & Collaboration Specialist**

February 2012 - September 2012 (8 months)

Bracknell

Providing Consultation to Medium and large enterprise around their Unified Communications strategy. Working in partnership with Microsoft and Cisco to provide the full extent of their offerings. Offering the opportunity of replacing Capex expenditure with an Opex based payment plan as well as a on premise solution where regulatory compliance is an important factor. In situations where there is a balance between the two requirements InterCall provides hybrid solutions. InterCall adds further value with its world class conferencing and collaboration infrastructure and portfolio. When relevant to the client strategy we utilise infrastructure solutions provided by InterCall's parent company, West Corporation. All of this lead with the principle of leveraging the clients existing infrastructure first achieved through InterCall's leading professional services offering to avoid unnecessary costs.

**Senior Acquisitions Executive**

January 2010 - January 2012 (2 years 1 month)

Bracknell

Helping Financial Decision Makers in Medium and Large Enterprises realise the cost efficiencies of Virtual Events, Conferencing, Communications and Collaboration.

Helping Technical Decision Makers facilitate and resolve increasing communications challenges for the business in a rapidly evolving business community with tight budgets and cost reduction targets.

I also sit on InterCall's Social Committee representing the UK Direct Sales Division.

#### Account Executive

January 2007 - December 2009 (3 years)

Bracknell

Conferencing and Collaborations Consultant to SMB and SME sized operations

#### ELEVATE

##### Sales Manager

April 2005 - December 2006 (1 year 9 months)

Managed Sales for new division. Introduced the Blueprint of a Sales Champion to the UK market.

#### Bournemouth on the Web

##### Owner

April 2003 - November 2004 (1 year 8 months)

I invested in an online portal that had already been built to sell

I had to develop the companies on and off-line marketing strategy to develop brand awareness and sell advertising space. I saved £1,000's + of pounds advertising through contra-deals with high visibility partners.

Won on average two clients / month over the phone and face-to-face.

Employed and trained staff in sales skills.

Generated a Net Profit in the first year

Sold the business back to the seller for double the price I paid for it.

#### MCI WorldCom Ltd

##### Account Manager

June 2001 - March 2003 (1 year 10 months)

Cross and upselling within base of accounts in the Business Markets Division.  
Winning back clients for WorlCom.

### 3Com

Technical Pre-Sales Assistant  
February 2001 - June 2001 (5 months)

Short contract, advising partners, re-sellers and end-users on products.

### Pareto Law

Trainee  
July 2000 - February 2001 (8 months)

Graduated as a Sales Professional

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## Education

### University of Kent

BA honours in Accountancy & Finance, Business & Finance · (1997 - 1999)

### University of Kent

BA Honours, Accountancy and Finance · (1996 - 1999)