

Host restructuring puts focus firmly on growth

Host, the national, independent contract catering group based in Liss, Hampshire, has announced a restructuring of its senior management team which sees the sales and operations functions split, giving both disciplines dedicated teams.

Host's sales division will now be run by sales director Alan Aitken, with operations handled by operations director Deborah Homshaw. Simona Oproiu is moving from her current role as operations manager into sales and two regional operations managers will be recruited to support the current contract support managers in the North and South of the country.

'The next 18 months will present a wealth of opportunity for Host, so we are moving to a new structure with a sales and an operations director to refocus those teams and to maximize these opportunities and the challenges ahead,' commented Host managing director Jerry Brand.

'In this economy we believe we will benefit more from the disciplined approach that this structure gives us so we can be more focused on delivering a cost effective and quality service to our current clients whilst having a more efficient sales team to respond to the competitive nature of the marketplace.'

Host's sales strategy will continue to focus on its traditional areas of business & industry, education and healthcare, as well as facilities management. The company currently holds over 85 contracts and employs over 550 staff.

For further information, interviews or comment please contact Linda Pettit at Tilburstow Media Partners on 01737 823721/07973 789853 or email linda@tilburstowmedia.co.uk.

EDITOR'S NOTE

Host is an independent, nationally based, environmentally friendly contract catering company, partly owned by the company management through an EMI share option scheme. The company was founded in 2004 and is directed by award winning contractor and former restaurateur Jerry Brand.

Host has contracts in Scotland, Wales and mainland England including business & industry, directors and partners dining rooms, conference facilities, independent (prep, senior and 6th form) schools, Beacon state schools, further and higher education, and the healthcare industry in care homes, hospices and hospitals. The Host organisation looks after 85 contracts and employs over 550 staff.

In 1988 Jerry Brand established the successful contract catering company Russell & Brand (R&B) which in 1994/95 became the 2nd fastest-growing private company in the UK. In 1996 R&B was sold to US-based Marriott to spearhead its launch into the UK contract catering market.

Jerry Brand founded Host with the same business principles he used at R&B: to offer clients a fair deal by following a code of business ethics; to develop a good working relationship with both client and employee; and to allow staff and management sufficient empowerment to run their areas of responsibility as if they were running their own business. www.hostmgt.com.

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