



SALLY MANUIREVA CONSULTING




A FRESH PERSPECTIVE ON STRATEGY, CUSTOMERS AND GROWTH

Sally Manuireva Consulting works with clients to create a compelling and viable future for your organisation. We promise to:

- Generate strategies tailored to your needs
- Achieve positive customer experience
- Ensure a strong and competitive business status
- Bring creativity and unrivalled innovation to problems

Our focus is the cultural, government and community sectors in New Zealand, Australia, UK and the Pacific. Our expertise will help you and your organisation make an impact.



**FOR A COMPLETE LIST
OF SERVICES PROVIDED
PLEASE SEE THE
LISTINGS OVERLEAF**



SALLY MANUIREVA, STRATEGIC, CREATIVE AND A CHANGE MAKER

- Lived in Aotearoa in 2011, rooted in the green, industrial majesty of Yorkshire, England
- Worked internationally, including in England, Scotland, New Zealand and in China, Russia, Australia, USA and Canada
- Delivered transformational projects with organisations on an improvement trajectory
- Strong business acumen, adept at understanding and analysing organisation structures





Working with:
ART GALLERIES, MUSEUMS,
HISTORIC PLACES, LOCAL AND
NATIONAL GOVERNMENTS,
UNIVERSITIES, THEATRES, FESTIVALS,
CULTURAL CENTRES, BOARDS,
ADVISORY PANELS, FUNDERS,
COMMUNITY ORGANISATIONS

RECENT PROJECTS

- Creating a content and visitor experience framework
- Undertaking a strategic review of a cultural organisation
- Providing technical and business advice to new museum and art gallery developments
- Reviewing and updating creative strategies
- Writing business and operational plans for new facilities
- Devising and facilitating strategic planning workshops



CONTACT ME *For more details, please refer to LinkedIn or resume available on request*

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ASSOCIATES

Projects often involve other experts with Sally Manuireva taking a lead. A frequent contributor is Ena Manuireva, who uses his academic research skills and Pacific cultural knowledge to assist with external benchmarking, stakeholder consultation and report writing.

SERVICES PROVIDED

Shaping strategic approach:

- facilitating reviews of purpose, direction and priorities
- researching and writing strategies and business plans
- creating business cases and funding applications

Improving customer experience:

- producing audience development plans and projects
- customer journey mapping and content planning
- research and consultation with customers

Ensuring the business is in great shape to grow:

- undertaking organisation reviews
- reviewing products, services and customer experiences
- advising on leadership and governance

Ensuring project success:

- planning, delivering and reviewing projects
- producing feasibility studies and contributing to master planning
- stakeholder management and consultation

Applying creativity and innovation to problems and opportunities:

- reframing the situation and encouraging fresh thinking
- providing insights and inspiration from external benchmarking and research
- collaborating with the client to unlock potential

Projects typically involve:

- Staff and stakeholder consultation
- Sector research
- External benchmarking
- Reviewing organisational information
- Analysis of data
- Report writing
- Presentations to staff, boards and stakeholders
- Collaborating with other specialists
- Sharing the insights and recommendations generated

SALLY'S CREDENTIALS

Study and learning

- Master in Business Administration
- MA Museum Studies
- BA History of Modern Art, Design, Film

Governance Practice

- Member of Institute of Directors
- Board member, Q Theatre, Auckland
- Chair of Co-Lab advisory board at Auckland University of Technology
- Board member, Torpedo Bay, National Museum of the Royal New Zealand Navy

Work experience

- **Auckland War Memorial Museum:**
Director Public Experience, 2015 – 2017
Director of Capital Projects and Public Programmes, 2011 – 2015
- **National Museums Scotland:**
Director of Public Programmes, 2008 – 2011
- **Museums Sheffield, UK:** Director of Learning and Knowledge, 2006 – 2008, Weston Park Museum
Director, 2001 – 2006, Education and Public Programmes Manager, 1999 – 2001
- **National Justice Museum, UK:** 1996 – 1999