

# Matthew Robbins

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Hotels, Resorts, and Casinos Operations executive with 40+ years of technical, engineering, and management experience who is committed to success while achieving revenue, cost, productivity, and delivery goals. An effective problem solver and communicator who can successfully guide a cross-functional team to achieve company goals and objectives.

## CORE COMPETENCIES

- Project Planning & Scheduling
- Budget Planning & Administration
- Regulatory Compliance Management
- New System Design/Development
- Supply Chain Management Principles
- Quality Assurance Control/Standards
- Team Building, Mentoring & Leadership
- Operations & Process Reengineering
- Start-up & Turnaround Operations
- Problem Solving & Change Management

## PROFESSIONAL ACCOMPLISHMENTS

- As Vice President Gaming Operations, oversaw core business and operational development functions. Employed to design setup and staff over 3,000 employees in all aspects of Gaming Operations consisting of 250 Gaming Tables and 350 Gaming Machines.
  - Departmental responsibilities included Table Games, Gaming Machines, Security, Surveillance, Casino Hosts and Scheduling.
  - Created and managed pre-opening Capital expenditure Budget for all Gaming Departments.
  - Prioritized and coordinated tasks to complete projects within deadlines as well as selected and negotiated purchase price and contracts for the scheduling system. Communicated with suppliers.
  - Implemented Policies and Procedures to safeguard assets, complied with Macau laws, DICJ, etc.
- As Sales and Marketing Director, supervised Australia New Zealand, South Pacific, and South East Asia locations.
  - Responsible for daily operations, inventory management, administrative tasks, customer service, and supplier relations.
  - Achieved a strong record of success in a dynamic environment.
- As General Manager Gaming, responsibilities included managing the smooth transition from Harrah's management to Sky City's Management while corresponding with investors to convince them that the company was able to achieve a sustainable competitive future.
  - Network with local businesses and organizations to match company objectives with clients' needs.
  - Assisted with all operational facets of pre-openings of Sky Alpine Casino (opened in late 2000) Sky Riverside Casino (opened in late 2002).
  - Part of Due Diligence team that purchased Adelaide Casino (July 2000) and Darwin Casino (early 2004).
  - Contributed to best practices through development, recommendation, and coordination of performance measures.
  - Achieved business objectives by strategizing to target increased visitation and activity.
- As General Manager Table Games' Services, responsible for the introduction of new Table Games, Rules and Procedures while promoting positive customer relations and motivating employees.
  - Compliance with Gaming Procedures and Internal Control mechanisms as well as new Table Games, Rules and Procedures.
  - Liaison for Victorian Casino and Gaming Authority, supervised training and development of employees, participated in performance reviews, held employees' accountable for their actions, and wrote Internal Control Manuals.
  - Inventory management, Gaming Equipment purchases, table performance analysis in addition to project management, designs, implementations and installations.

## WORK HISTORY

January 2006-November 2008

Vice President Gaming Operations,

**Galaxy Entertainment Group** (Starworld)

April 2007

Galaxy Entertainment Group, (Cotai: Macau)

*\*Project put on hold indefinitely in November 2008 due to economic conditions.*

May 2004-December 2005

Sales and Marketing Director,

## **TCS John Huxley**

June 1998-April 2004      General Gaming Manager, Auckland, New Zealand  
**Sky City Entertainment Group**, Corner of Victoria and Federal Streets

May 1994-May 1998      General Manager Table Games' Services, Southbank 3006  
**Crown Limited**, 8 Whiteman Street

## **EARLY CAREER SUMMARY**

March 1986-April 1994      Assistant Casino Manager, Townsville, QLD 4810  
**Sheraton Breakwater Casino-Hotel**, Sir Leslie Theiss Drive

March 1985-March 1986      Gaming Machine Manager/Table Games Trainer, Perth, WA 6000  
**Burswood Casino**

January 1982-March 1984      Floor person/Inspector promoted to Pit Boss,  
**Federal Hotels Limited**,  
1. Don Hotel—Casino DARWIN  
2. Mindal Beach Casino DARWIN  
3. Wrest Point Casino HOBART

October 1980-December 1981      Casino Manager/Slot Machine Technician,  
**Atlantic Associates**,  
1. Staffing agents for Cruise Ships  
2. Comprised of 4 (four) Tables  
3. Consisted of 35 (thirty-five) Slots

September 1979-September 1980      Slot Machine Technician, Newcastle, NSW 2300  
**Neil Clarke (Slot Machine Agent)**

February 1979-August 1979      Inspector—Floor person/Trainer, BOTSWANA, AFRICA  
**Holiday Inns, Gaborones Casino**

February 1977-January 1979      Inspector—Floor person, HOBART, TAS 7000  
**Federal Hotels, Wrest Point Casino**

March 1976-February 1977      Dealer, LONDON, ENGLAND  
**Playboy Organization, Playboy Club**

## **EDUCATION**

As needed: Attend Workshops, Conferences, and Meetings to acquire necessary Certifications and Certificates in order to more adequately perform job duties.

Apprentice Electrical Mechanic/Tradesman—Electrical Mechanic,  
**B.H.P. Newcastle**, • January 1969-August 1973

Trainee Dealer, Federal Hotels, Wrest Point Casino,  
**HOBART, TAS 7000** • March 1974-February 1976

## **PERSONAL DETAILS**

- Married to a United States citizen
- My wife and I have 3 grown children
- Born on February 7, 1953
- Australian citizen currently residing in Macau
- Worked in Macau Casino Industry until recently