

GARY WILSON

MANAGING DIRECTOR OF CETERIS & NEW CHAIR OF DYW FORTH VALLEY

Gary is a Property Director, with 30 years' experience in property management, business development and the design and execution of multi-million-pound capital investment and maintenance programmes for some of the UK's leading housing associations, transport and visitor attraction facilities.

Gary started his career in civil engineering with Scotrail, and progressed to project management roles, where he oversaw eight-figure capital works for major stations, and demonstrated his expertise in the planning and implementation of large-scale construction projects without causing any disruption to day-to-day operations.

Headhunted to the new commercial Major Stations organization, following their transition from Government-owned British Rail, he was responsible for the strategic planning of the business development and capital investment programmes for two of Scotland's largest transport hubs, Edinburgh Waverley station and Glasgow Central station, with throughput of over 200,000 passengers a day. Alongside the oversight of multi-million-pound tenders to transition the workforce to outsourced functions while ensuring tenant's expectations were met and there was a more focused emphasis on customer satisfaction at the heart of the new business model.

Gary joined the Royal Zoological Society of Scotland as Property Director and progressed to Director of Business Operations. During his 14 years with the organisation, he was instrumental in the complete turnaround of both Edinburgh Zoo and Highland Wildlife Park sites. In addition to the overhaul of visitor services and infrastructure, he introduced major, world-class attractions and experiences, which propelled Edinburgh Zoo to the second most visited, paid for attraction in Scotland, and nearly doubled Highland Wildlife Park's visitor numbers.

In 2011, after identifying a market gap, Gary founded a premier coating and wheel refurbishment company. After growing it to the largest company of its kind in Scotland, with a monopoly on both corporate and individual market share, he sold the company in late 2014.

In 2014 Gary joined Scottish Borders Housing association as Head of Property and was instrumental in the delivery of their maintenance, asset plans and new build plans. He left in 2016 and joined River Clyde Homes as Executive Director of Property and led the transformation of the Property department, implementing a new asset plan for the company with a £50M plan over 5 years, it also incorporated the design and implementation of 750 new build homes at a cost of £140M, Gary also developed a commercial arm of the business River Clyde Property Management that employed over 70 staff and was responsible for reactive and planned maintenance with a budget of £10m per year and led the cultural change of the business achieving Investors in People Gold in the first attempt. Gary joined Ceteris in Feb 2019.