CHANTELLE BROWNE

Marketing Portfolio



INTEGRATION

Consumer, lifestyle and travel – delivering integrated communications and marketing scope for brands within the luxury sector.

STRATEGIC

Acquiring press coverage, crafting long term strategic communication plans, transforming businesses.

AGILE

Seen as an extension of a brands team, flexible in my approach to suit different needs.

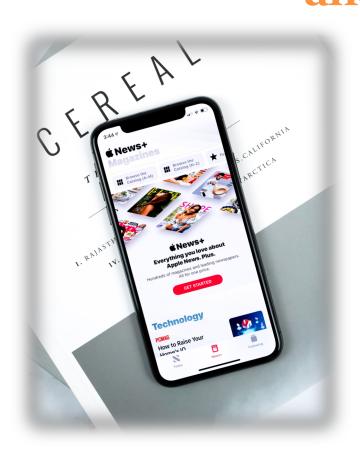
RESULTS DRIVEN

Shifting brand perceptions, driving awareness, creating credibility – generating results and upscaling.

DATA-LED

Using industry-leading analytics tools allowing clients to truly understand the impact of marketing and PR on their businesses and how they stand up against competitors.

Attributes Proactive marketing and PR



AMPLIFYING PARTNERHSIP ANNOUCEMENTS

Ahead of new brand announcements, identifying the most press worthy angles of each new partnerships. By working closely with company PR and marketing teams, ensuring that both consumer media and industry-specific titles are briefed pre announcement.

LISTICLES

Experience in gaining coverage from lifestyle and sporting brands relating to the luxury sector, securing B2C coverage for these in industry-relevant titles, as well as in mass consumer national titles.

C-SUITE PARTNERSHIPS

Built and maintained partnerships with C-Suite individuals and founders across consumer and business marketing. Through exemplary performance of onboarding new brands, experiential event recognition and crisis communication.

Xclusive Yachts

Monaco and Abu Dhabi Grand Prix

CHALLENGE

Xclusive Yachts, the luxury yacht charter and event services provider, enlisted myself and the team to announce ticket sales and develop partnerships pre event. For such an announcement, it was critical for us to not only showcase Xclusive's strong business credibility but also show how each event is far more exemplary than its competitors.

STRATEGY

Knowing it was essential to cement Xclusive as not only a household name in the Middle East but a brand that goes far and beyond its counterparts, with carefully curated partnerships with unique and desirable luxury experiences. Carefully crafting marketing campaigns, tailored to existing attendees and emerging brands looking for purposeful exposure.

RESULTS

Upon completion of both yearly events, I succeeded in gaining luxury partnership contracts to jewelers, luxury beverages and retail outlets. Alongside top-tier coverage in titles such as Luxury London, Harpers Bazaar Arabia and Daily Mail.



Xclusive Yachts

Monaco and Abu Dhabi Grand Prix





Xclusive Yachts would like to

welcome you on board Super Yacht

Arados for the Monaco Grand Prix 2019.

ultimate social highlights of the year where royalties,

themselves, racing and winning in Monaco is a clear

defining milestone in every driver's mind and career

socialites and celebrities mingle. For the drivers

So get ready to gear up for a luxurious, energetic and adrenaline-packed weekend at the Formula 1 Monaco GP 2019. With the waterfront setting, the glamorous marina and the astonishing views of the landscape of Monaco, this event is second to none when it comes to race experience.

The two-day corporate hospitality event is hosted on board this outstanding yacht (formerly owned by Eddie Jordan, exformula 1 team boss) in Monte Carlo on the 25th and 26th of May.

The world's most famous motor-race will speed through the harbour section of the track as our guests dine and drink chilled Champagne all weekend. The 155ft luxury vessel will be positioned at the track side with unrestricted views of the action.

We provide our guests with a VIP experience on board the yacht where they can watch the race up close as they lounge on our spacious decks, host their visitors in the lavish salson, indulge in a 5-star gourner lounch and dinner with unlimited bar including Clampagne. There will be celebrities and guestappearances from the drivers. A special ID party is thrown on Saturday night where guests mingle and dance surrounded by the yachts in the stunning harbour of Monaco.

A unique and unforgettable Grand Prix weekend not to be missed on this luxuryyacht in Monaco filled with Champagne, fun, glamour and prime entertainment on Saturday the 25th between 12pm-1am and Sanday the 26th 12pm-9pm.



Limited availability, book your tickets early to avoid any disappointment. For any enquiries, please contact pratish@xclusiveyachts.com or+971557290415

- ABSOLUTELY.LONDON | 69



Daily Mail

Braless Alesha Dixon displays her cleavage in a racy lace up dress with a plunging neckline as she joins her doting boyfriend for a private Formula One performance in Abu Dhabi

By KATIE PILBEAM FOR MAILONLINE

PUBLISHED: 17:47, 28 November 2017 | UPDATED: 09:01, 29 November 2017





Britain's Got Talent is in season.











But Alesha Dixon even won the race in the style stakes off-screen on Sunday, as she performed at the Xclusive Yachts private party at the Abu Dhabi Grand Prix on Sunday.

The 39-year-old singer attended in a monochrome Mistress Rocks dress with a navel plunging lace-up cleavage design.



Damac

REGIONAL, NATIONAL & GLOBAL LAUNCH CAMPAIGN

CHALLENGE

Damac, leaders in luxury residential, commercial and leisure developments in the Middle East, tasked myself and the team with announcing and marketing the launch of the Nine Elms luxury residential tower in Battersea. Revealing 360 bespoke apartments curated with Versace interior. With competition rising in the luxury real estate market, we knew attracting international coverage and investors with a strong knowledge of Damac's 18 years history would be key.

STRATEGY

To do so, we curated a series of bespoke and experiential events featuring the showrooms, models of the building and an interactive VR landscape view from the penthouses. With a hefty price tag we aimed our campaign to property moguls and luxury international publications featuring wealthy assets such as yachts, jets and money cant buy goods. Through the coverage that ensued, we set Damac apart from its competitors by demonstrating its strong Middle Eastern capabilities.

RESULTS

To date, 60% of the residencies have been sold and Damac's UK recognition has gone on to developing units all over central London. Over the space of a year, the Nine Elms project has featured in major consumer publications such as The Telegraph, Mayfair Times and the Financial Times.



Damac

REGIONAL, NATIONAL & GLOBAL LAUNCH CAMPAIGN

CISION

DAMAC's First Tower in the City of London Reaches Its Pinnacle

NEWS PROVIDED BY DAMAC Properties → 10 Oct, 2019, 09:00 BST SHARE THIS ARTICLE









The property has been topped out with the completion of the final slab of the north tower

DUBAI, UAE, Oct. 10, 2019 /PRNewswire/ -- DAMAC has announced the early completion of the final floor slab of the North tower of its premier London project, DAMAC Tower Nine Elms. The core and floor slabs of the South Tower were also completed in August 2019.



DAMAC Tower Nine Elms, London

Commenting on the progress, Senior Vice President at DAMAC Properties, Niall McLoughlin, said, 'Being our premier development in London, and the first in Europe to be designed in partnership with the legendary Italian fashion house, Versace Home, DAMAC Tower Nine Elms has been a very exciting project for us. The premium development was designed to provide a new level of luxury housing in the heart of London, and is set to become a new icon on the city's skyline. With over half of the units sold, we have

CONSTRUCTION WEEK ONLINE

Damac tops out UK's Nine Elms, grows despite Brexit uncertainties

UAE real estate developer says it has sold half of Nine Elms' north tower units despite price declines due to Brexit-driven upheaval



Damac's Nine Elms north tower in London.

by Ashley Williams 09 Oct 2019

UAE real estate developer Damac Properties has topped out the northern tower of its first London development, Damac Nine Elms, after laying the final floor slab of the project, revealing that it had sold half of the project's units despite a decline in prices arising from uncertainties around Brexit.

Velocity Black

CARVING OUT A BRAND NARRATIVE TO ACCESS ON DEMAND CONCIERGE SERVICES

CHALLENGE

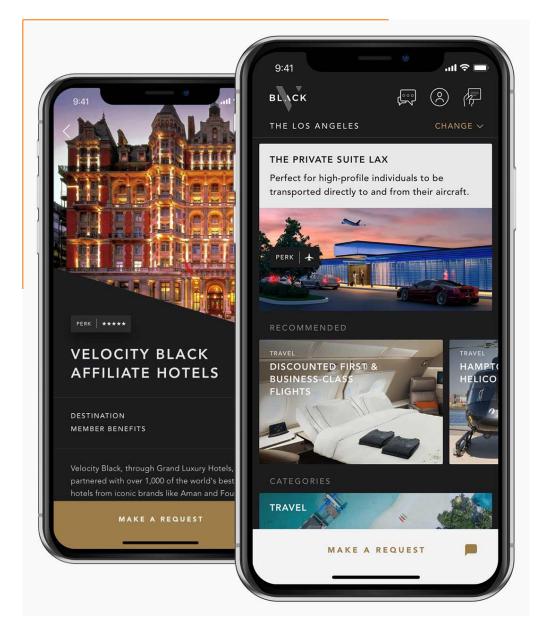
As Velocity Black became the fastest growing app for concierge services in 2019, the company wanted to bring attention to its brand story and one of a kind access, its take on digital technology, and enforce the tagline 'life at your fingertips 24/7/365'.

STRATEGY

With existing credibility, Velocity Black has a strong platform but we needed to educate consumers on the compelling technological advancements and how it is set apart from competitors. By fostering relationships with millennial entrepreneurs, explorative travel brands and exclusive access brands, we assisted in setting Velocity Black apart from its competitors by demonstrating their unique partnerships and forward thinking capabilities in the tech industry.

RESULTS

The marketing and partnership outreach generated four new luxury affiliates in the lifestyle and travel sector, gained credibility as 2019 Forbes Technology Council and has now exceeded having members in over 80 countries.



Seventy Thirty

DEMONSTRATING THE UPMOST DESCRESION AND PRIVACY FOR ILLUSTRIOUS MILLIONAIRE DATING



GLAMOUR



"She stole my boyfriend"
Rachael Smith, 23, is a medical writer from
Farnborough, and Ellie Wood, 21, is an English
language graduate from London

RACHAEL SAYS: "My boyfriend of four years was strangel listant after returning from Reading Festival in 2012, and my stinct told me he'd cheated. Unconvinced by his denials, we broke up and I moved to New Zealand to work as an au pair. When Ellie's message popped up on Facebook asking for tips travelling. I was happy to help out as we had mutual friends. Bu wo weeks later, she sent a message that shocked me: 'Are you John's old girlfriend? I'm his new girlfriend.' I was furious, but with John, not Ellie: he'd insisted he was single when they met a Reading. Seeing pictures of them together made me realise that my previous inklings were true. Ellie and I stayed in touch, and hen I came home nine months later we met for a coffee. I liked her immediately - she could keep up with my sarcasm. I thinl found it refreshing that teenagers can be full of such bullshit, out there we were loving everything out. Our friendship grew ation. It wasn't like that, though, John eventually cheated on Ellie, too, and we became even closer after they split. Wheneve nyone asks how we met, I love saying, 'Wait 'til you hear this...

ELLIE SAVIS: "When Rashad returned from New Zaaland, Iwowired there alse executiones and alse and John would get back together. At that ordien meeting, alse was helitably nervous. I explained If to never that anyone hopfitted and hardri known they were together. I also said: "If you and John want to work things out, III more said: She doll'nt work. We had close mutual friends, so it seemed downs work got on a dat finite, we spent as for the hanging out in groups, which goes us the chance to get to know each other without any ambient of one-so were time. Much 10 should have the without any ambient one-so were time. Much 10 should not have the state of the should be sho

GLAMOUR 45

"There are 27 years between us"

Marketing manager Chantelle Browne, 23, is best friends with Susie Ambrose, 50, who is also her boss. Susie owns Seventy Thirty, an exclusive matchmaking agency. Both are from London

CHANTELLE SAYS: "Susie is the boss I look up to and the close confidante I call on. She's a successful entrepreneur and teaches me ways to negotiate in business. She's more than twice my age, and there are cultural differences, such as music and movie taste, but rather than getting in the way, they're the reasons for our closeness. We connect on a deeper level. If I have a worry, friends my age will often be trying to navigate through it, too, whereas Susie has the experience to offer insightful advice. She's also a trained psychotherapist, so is the person I turn to for relationship wisdom. I'm drawn to 'bad' boys, but she'll always explain to me why I shouldn't go there. 'Do you have to choose boys with supercars and fancy watches?' she'll ask, steering me towards guys who want to commit. I like to think I'm a good friend to her, too, even if all I do is make her laugh as she works so hard."

endship Decause n't try ange Other"

SUSIE SAYS: "Days after starting as an intern in my office five years ago, Chantelle said to me: 'Don't you think you're a bit old to be wearing that skirt?' I fell apart laughing, and we hit it off. She's confident beyond her years. We'll go clubbing in London and it's hilarious when people ask if we're mother and daughter. In some ways, I am a mother figure as I give her advice. But I rely on her to keep me updated in a receivilg.

me updated in a rapidly changing world. a faster way of sending a telegram – but I cherish the honesty. if they knew us, they'd see we have an uncomplicated friendship together is laugh – and to me, that's a sign of a solid friendship."

Atlantic Road Trip

CHALLENGE

The Norway based supercar club wanted to expand their reach, to grant international drivers the ability to explore the Fjords alongside other likeminded entrepreneurs. We were briefed to expand coverage and onboard automotive partnerships

STRATEGY

With the helm of being the first supercar driving experience in Norway, we set to explore showcasing the countries hidden gems and recruiting supercar influencers to attend and showcase the rally.

RESULTS

Combined with over 7.8million followers, the five day experience gained traction to partner with 3 lifestyle brands, received coverage in VisitNorway and EVLEAR cars publication.



The Influencers Diary

CHALLENGE

The Influencers Diary, connects influencers brands, events, paid campaigns and travel and gifting opportunities. The company wanted to bring attention to its lifecycle and develop enticing new brand partnerships for its users.

STRATEGY

Arranging a series of top-tier interviews for The Influencers Diary's founder Rosalind Shimmen, to educate consumers on the compelling opportunities for thriving businesses using influencer marketing. Further enforcing this message by organising an exclusive boat party, alongside travel partner TUI. Demonstrating their forward thinking capabilities in the digital industry.

RESULTS

As a result, we achieved coverage in the Woman Ready blog, received 5* rating on the App store for influencers, pool party coverage featured in the Daily Mail and a 35 percent jump in industry applicants.



LuxuryProperty.com

CHALLENGE

Leverage LuxuryProperty.com to elevate the brand globally and attract international buyers. Position LuxuryProperty.com as the most exclusive brokerage in the Middle East, highlighting its unique off-market residences with unobstructed views, along with linear views of unadulterated beachfront.

STRATEGY

Strategically pitch a series of campaigns over the course of some of the ultra luxury developments to keep top of-mind with reporters and to create a consistent flow of news. Target media included top-tier daily press and luxury lifestyle magazines along with key trade media with a focus on real estate, business, lifestyle, fashion, art, cultural, architecture and design, consumer, local, regional, national, targeted international media, and more.

RESULTS

Our outreach generated 15 positive pieces of coverage in titles such as BOAT International, Edmiston Intelligence and ELLE. Successfully developed an event to launch the sales gallery and produced luxury magazines, detailing the full brand offerings.

Louis XIII

CHALLENGE

Louis XIII has grown its superior following and globally recognized as the most exclusive cognac in the world, the company wanted to bring attention to its brands history, its take on exclusive anniversary bottles and bespoke gifting.

STRATEGY

To do so, we arranged a series of interviews with sporting and business figureheads, to educate luxury consumers on the intricacy behind the brand and distilling process. Influencing new audiences an securing event collaboration.

RESULTS

Combined with Rolls Royce we secured a pop-up event collaboration at Goodwood Festival, broadcasting and coverage in Harrods publication, Harvey Nichols and Robb Report.



Experience with the worlds leading brands

NETJETS°























Across the pond

International Communication

With an extended outlook I have a global outreach and experience within Middle Eastern and European markets aiding global growth and awareness for brands.

Through first hand experience with luxury brands, I am able to build brand profiles, assist in partnerships and aid in experiential event and sporting curation.



Facilitating international partnerships for luxury sporting events, winning sponsorship and fundraising



Developing C-Suite level business relationships, enabling a trustworthy bond between new clients



Focusing on the luxury lifestyle sector I have experience in emerging talent and disruptive brands



Crafting bespoke strategies, sharing compelling stories and analyzing media impact using industry-leading data tools to shift the dial in the luxury ecosystem

My website

www.thecblifestyle.com

Chantelle Browne

BLOG GET STARTED ABOUT

CONSULTING OB LIFESTYLE DIGITAL

TURNING THE TIDE: A GLANCE AT THE SUPERYACHT INDUSTRY



In a bid to manifest my most esteemed event of the year taking place, I thought best to revel in all that is yachting glory. The Monaco Yacht Show, the epitome of a demure and suave gathering of riches. The illustrious community of yachting is something I follow closely, due to the yearly charters I am tasked with for resourcing hospitality superyachts for corporate affairs.

With approximately twenty-five days prior to boarding a five-day cruise sailing around the European seas, I feel somewhat apathetic, perhaps because the Port Hercule in Monaco where we usually embark from, is currently a vision ghostly reconnaissance. In light of my emotive demeanour, if feel more knowledgeable and closer to the yachting community than I ever have, armed with an abundance of insurance expertise, shipbuilding and engineering know how and an inventory of for sale and purchased new builds, I feel enlightened to have faith in such an illustrious sector.



The daunting realisation for many whom have paid substantial deposits to secure there adventurous summer onslaughts however may not, but can be at ease with this in mind

The MYBA (Mediterranean Yacht Broker Association) have developed a special addendum to their Charter Agreement, outlining either a change to the charter area, a rescheduling of the charter or, failing agreement on these two points, a no-penalty cancellation of the charter. All parties would need to agree to this new addendum, which also includes return

In addition to the special addendum, charter travel/cancellation insurance is important to note, as two providers have confirmed exclusion of COVID-19 (communicable disease) affected charters from their polices. However, one provider still maintains a cancellation benefit for any reason, with a refund of up to 75% of prepaid and non-refundable costs incurred, subject to terms and conditions

Source: https://www.oceanindependence.com

THE CB LIFESTYLE

A CULTURAL DIGEST ENHANCED BY LUXURY



PLUG IN AND PLAY TO SEE WHAT THE CB LIFESTYLE IS ALL ABOUT

WATCH ME THE ON THE 'LUXURY WITH NATALIA' SHOW

Spanning over 43 countries and captivating over 100,000 views per quarter. Watch now to gain insider access to the luxury industry.



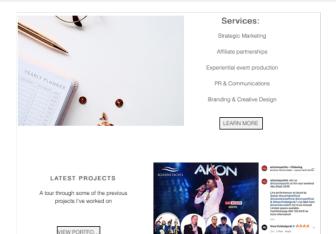


Are you a luxury brand looking to exceed with an innovative marketing strategy, relational partnerships and experiential event exposure?

You are in the right place!

After graduating from University of the Creative Arts with an Honours degree in Journalism and working in various lifestyle publications, I have gone on to build a career as a polymath working in a diverse range of sectors within the luxury industry. Wielding experience in the ever evolving world of marketing, strategy and partnerships, working with brands such as NetJets, Princess Yachts, Red Bull, BOAT International, Emaar, Rolls Royce and Richard Mille, to name just a few.

With a global scope of experience in international marketing communications and brand development within the luxury sector, I have worked with brands all over the Middle East and Europe, identifying and implementing compelling marketing growth strategies and



Featured Coverage

Podcasts / Print / Digital Media



ABOUT



Guess What? COVID-19 Has Sparked a **Buyers Market For Private Jets**

08.2.2020.

3 MIN READ

Flying by private jet for many has long been deemed as an A-list celebrity. lusury, however with the influx of shared travel, membership schemes, and pay-for-fly providers, it is now more accessible than ever.

In light of the cross-border closures, whether it be an Emitates, Boeing 747, or a Gulfstream 7500, fewer flights are taking to the skies, crippling both commercial and private aviation industries. Many stationed aircraft need weekly engineering checks and runway tests regardless of their movements, and staff on the ground are busier than ever, navigating turns round storage facilities and performing around the clock security for alteraft hangers. Meanwhile, pilots and airline staff jobs have been axed because of reports and losses provided by aviation companies such as Singapore Airlines that showed a catestrophic \$148 million annual net loss and Ryanair reporting a cut of 3,000 global employees.

Over the last few weeks, we have been rewarded with the harmonious news. that countries such as the UAE, Europe, and America are now open for business and have begun to welcome tourists (with pertain restrictions). A combined sense of relief that the end may be in sight, intermingled with fear that social distancing orders are not being met, have pushed many families. and business travelers to private aviation for the first time.

In a recent discussion with Alex MacDonald, CEO of Velocity Black, MacDonald shed some light on the increased amount of inquires for private travel over the last few days, noting that many of their existing first-class. travelers are opting for private jets, and booking round trips until the end of the year with trusted providers.

With the unique facility of providing a speedy in-and-out service, private jets. are not only the safest and best contagion free option, but they are more in ancially accessible now more than ever. Competing with over 60 European transatlantic providers, the market for shared ownership, one-way rates, and yearly flying hour commitments are soaring.

So, how does the market look for jet ownership?... A buyers one.

With many CED and business magnate owners clipped at the usings, they are looking for a get-out clause and quickly, with the average price of ground servicing alone racking up a nywhere between £700,000-£4,000,000 per year it is pertainly a costly toy. Many owners are considering offering shared ownerships and chartering, whereby previously just used for personal use. Private jet purchase and sales usually take around six months to complete. with regulatory checks and country provisioning needed, however many buyers and sellers are turning to cutting out the middle man and liabling directly with their end customer. The ever-prominent elephant that remains In the room is the lack of a confirmed Covid-19 vaccine. For the here and now, private travel seems no longer be an exuberant binge, but a reduced risk and infection-free measure.

About the Writer:



Meet Chantelle Browne, owner of CB Lifestyle Digital, a luxury consultancy dedicated to servicing the world's finest lifestyle brands. Based between London and Dubai, Chantelle is recognized over the seb for her efforts and dedication to digital marketing and her enviable client list.

BAROQUE LIFESTYLE

Most Popular



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THE MEGA TRENDS OF HOSPITALITY



HOSPITALITY

H**O**SPITALITY

HOW TO USE YOUR PERSONAL BRAND TO ALLEVIATE YOUR BUSINESS PROFILE AND INFLUENCE SALES BY CHANTELLE BROWNE = 0 1/13

Hospitality.mu May 27, 2020 5:06 am



Whether we believe so or not it is in our DNA to sell both ourselves and any tangible product we can regain enough influence to promote, in the outcry for both attention and reiterated self-absorption, the tactical selling tools we use to advance our way into the hierarchy of society and manufacture relationships is the very tool we must interject into our career proposition. This leads to purposeful sales and trustworthy partnerships.

It dawned on me recently that the trajectory of my personal life lies. effervescent in all notion of proprietary influence, from the recommendation of small purchases such as hula hoops, books and sun cream, to more permanent life changes with influence of recommended breakfasts, vitamins and health alleviating foods. Yet minor, these personal wins got me thinking about how to use the attributes of your vocal whims to succeed in business.

Firstly consistency, the closest people to you, family, friends, partners, may see you regularly enough to see whether you are upholding any kind conscience and impactful life plan, this could be turning vegan, cutting out alcohol or changing your sleeping pattern. Showing consistency is a sure-fire way to get you noticed for your strong will and desire for meaningful change, this goes hand in hand for any career and business endeavours, constantly being active, communicative and visible on a cross platform of social media. will build your authority and express a clear namative to your readership.

Secondly, stay within your remit, I don't mean isolate yourself and pigeonhole your talents, I mean stay clear to your niche, a continuous stream of career changes and sector interest broadcasts a message of uncertainty and disorientation, (I certainly speak from experience on this one) trying to find your passion and enjoyment is one of life's downfalls, but stick with a specific talent and explore the territory around it instead of moving on to the

Familiar Resources & Tools

This is a compiled list of some of the daily software and online resources I am both familiar with and knowledgeable in, from photo editing software, website building platforms, SEO & website analytics, email marketing and graphic design resources.

□ WIX	☐ Monday.com	☐ Later
☐ Word Press	☐ Squarespace Logo	☐ Asana
☐ One Page Love	□ Canva	☐ Hubspot
☐ Google Analytics	□ Photoshop	☐ ConvertKit
☐ Google Keyword Planner	□ Pixlr	■ Microsoft Office
☐ Google Optimize	□ VSCO Cam	☐ Ahrefs
☐ Google Pagespeed Insights	■ MailChimp	■ Ubersuggest
■ WordPress SEO by Yoast	☐ Hootsuite	□ Screaming Frog
■ WIX – SEO and analytics	□ Buffer	□ SEMRush

Thank you.

"Working with Chantelle to influence a luxury marketing strategy for our Grand Prix events has been a great experience and success. She is highly strategic, personable and hard working. In the two years we have been working together we have achieved expert partnerships, secured top-tier placements and hosted events that reinforce our mission. Our exposure and credibility in yachting has greatly increased. Chantelle was an extension to our team at Xclusive Yachts and a joy to work with."

Amit Patel, Managing Director of Xclusive Yachts