

EST.  2014

VICTUS

CATERING CONSULTANCY

Presenting  Speaking  Compering



About Victus

Starting out as a humble kitchen porter at the tender age of 13, Andrew Scott earned his stripes in the hospitality and catering world by spending the following 15 years in a variety of corporate and boutique hotels, restaurants, pubs, bistros and bars across Europe.

In 2003, Andrew realised he had enough entrepreneurial spirit, business savvy, ambition and all-round general sass to go it alone. So he took the plunge, and 14 years down the line, now owns and operates a number of award-winning catering companies.

While hard work and flair have reaped many rewards, Andrew has had his fair share of challenges and disappointments along the way. One of his ventures pushed him right to the edge, both financially and emotionally, but Andrew is no quitter and has instead used this experience to achieve success elsewhere.

With so much experience, Andrew wanted to use his invaluable knowledge, skill and expertise to help the industry he is passionate about, so in 2014 set up Victus Catering and Hospitality Consultancy to help, support & guide both new and well established SMEs while also promoting and improving the industry in any way he can.

Andrew is a natural raconteur; funny, engaging, witty and warm. He's an expert in his field and has many a story to tell, making him a popular figure on the speaking, presenting, exhibition and conference circuit.



Credentials

Associations / affiliations

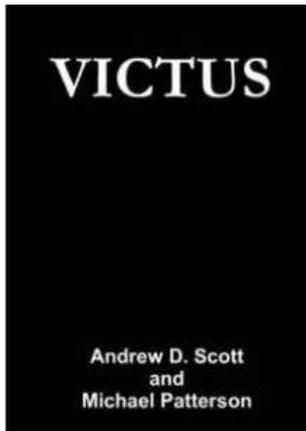
- Hotel Management Company - Head of Food & Beverage
- The Buell Group – Food & Beverage Specialist
- Big Impact Charity - Chairman
- Hospitality Industry Trust – Food Beverage Associate
- Prestige Hotel Awards – Ambassador
- Fife Licensed Trade Association – Corporate Sponsor
- Institute of Hospitality - Member
- Federation of Small Businesses (FSB) - Member
- Scottish Entertainment & Hospitality Awards - Associate

Awards

- “Regional Ambassador” finalist, Thistle Awards 2017
- “Tourism & Hospitality Hero” regional finalist in Thistle Awards 2016
- Winner of “Outstanding Contribution to Hospitality 2016”
- Winner of Frank Mullen HIT Scholarship, 2014
- Winner of “Entrepreneurial Caterer of the Year” scholarship 2012
- Owner of the multi-award winning Heaven Scent catering & hospitality brand



Victus book



Co-author of “Victus”, available on Amazon, with plenty of anecdotes, and personal stories of the many ups, downs, ins and outs of working in the hospitality industry.

“Andrew D. Scott clearly loves what he does and has enjoyed every minute of his rollercoaster career within the hospitality sector ... I believe aspiring business leaders would take a great deal from the advice and top tips within this publication.”

In the press

We’ve been lucky to have had some great press coverage, with a mix of interviews, peer-to-peer industry commentary, top tips, general news and case studies.

- The Scotsman – “Monday Interview with Andrew Scott, Victus Consultancy”
- The Herald – SME focus - Andrew Scott
- Scottish Business News Network – [Victus Consultancy agrees partnership with The Hotel Management Company](#)
- Ooh Magazine – [Sweet Smell of Success](#)
- Perthshire Advertiser – “Top food advisor savours new role”
- Hotel Business – “View from the Top” Interview
- Big Hospitality – [Tips for Success](#)
- Intelligent Gourmand – [5 minutes with Andrew from Victus Consultancy](#)
- OOH – [Desert Island dishes](#)
- Bar Magazine – “First Impressions”
- The Caterer – “Opening up Valentine’s meals to everyone”
- Eat Sleep Drink – [Front of House](#)
- Hotel Business – [Designing a menu](#)
- SLC magazine – [Forward Thinking](#)
- Essentially Catering Magazine – [Creating a Christmas Cracker](#)
- Quick Bite – [FreeFrom foods](#)

Motivational speaking

Andrew's charm, irreverent humour, "heart on sleeve" approach and natural ability to tell a great story means he's in demand as a motivational speaker throughout Britain and further afield.

There's plenty of substance along with the style as with over 30 years in hospitality and catering, Andrew knows his stuff. He's a passionate ambassador for the industry, and his pride, knowledge and expertise shine through whenever he speaks.

Recent speaking engagements include:

- Cameron House Hotel – staff motivation conference
- H10 Estepona – international staff induction workshop
- Agenda London – hospitality retention seminar
- University of the Highlands & Islands – Keynote speaker, "Get Inspired 2017"
- Strathclyde University – Emerging Talent Conference
- University of the Highlands & Islands – keynote speaker at "Get Inspired 2017"
- City of Glasgow College – inspiring hospitality students
- Invest in Perth – Keynote speaker (with Mark Beaumont)

"We've used Andrew on a number of occasions and his unique style – a potent combination of straight talking with a wicked sense of humour – makes him a hugely engaging, likeable and knowledgeable speaker."



Presenting

From our inception in 2014, Victus Consultancy has presented to diverse audiences at catering, hospitality and general business events of all shapes and sizes across the UK including.

- Trade exhibitions
- Award ceremonies
- Meetings & conferences
- Workshops
- Networking events
- Seminars
- Peer to peer presentations
- Universities & colleges

Andrew is asked to present at these events due to his wide knowledge of the industry and his ability to discuss topics a range of topics.

These include:

- Staff training
- Allergen legislation
- Branding
- How the industry may be affected by Brexit
- Latest trends such as hot beverages, food pairing and even tableware!

[Click here](#) to read Andrew's knowledgeable and entertaining blogs.

"Just wanted to drop a note to thank you for leading a cracking discussion today."



Compering & hosting

Andrew loves all things catering and hospitality. He's also a big character with huge personality. This ideal combination makes Andrew the perfect compere and host as he can entertain an audience while talking with credibility and conviction.

In the past 12 months alone, Andrew has:

- Hosted industry fact-finding trip to Lisbon
- MC'd events such as Burns Suppers
- Compered industry & other awards including:
 - Confetti Awards
 - Prestige Hotel Awards
 - Icon Awards
- Compered the Big Stage at International Food & Drink Expo, Excel, London
- Hosted Hotel Tech Live, Excel, London
- Compered AVEX International, NEC, Birmingham
- Compered Charity Champions UK Finals, Glasgow
- Hosted various industry AGMs

“Your ceaseless energy, engagement with each speaker and pertinent questions were invaluable at The Hub. And many thanks for all the tannoy announcements.”



Other & special projects

With his hospitality and catering specialist hat always firmly on, Andrew loves any project where he can create, innovate, meet people and make an impact on his industry.

Judging



This not entirely unpleasant task involves meeting fellow industry experts and like-minded people to judge and rate a range of delicious food and drink products, and to critique the best hospitality businesses in the UK.

“Andrew proved himself to be the most outstanding of judges.”

Industry partner projects



VisitScotland asked Victus to help create a unique weekend to celebrate St Andrews Day and shine a spotlight on Scotland.

21 Andrews, Andrés, Andreus, Andreas and Andrés from around Europe were surprised with an all-expenses paid trip to St Andrew, where our Andrew treated them to a tailor-made tour of the best food and drink Scotland has to offer. Watch the video of this fantastic event by [clicking here](#).

“Andrew was truly fabulous. The Andrews of Europe loved him - he was just perfect and engaging, exactly what we needed.”

Auctioneering



Andrew has helped to raise thousands of pounds at fundraising events by being a fast, furious, witty and persuasive auctioneer!

“It was a great pleasure meeting Andrew and I look forward to working with him again in the future.”

Testimonials

“Thank you so much for being a host, I heard so many great reviews - we would love to have you back next year!”

Charlie Magnay, Hotel Tech Live

It was lovely to meet Andrew last week, fascinating talking to him and we couldn't have delivered AVEX without him.

Melissa Saunders, AVEX

“First of all a huge thanks for taking part in our “Get Inspired” event yesterday. We very much appreciate the time taken out of your day to deliver your inspiring presentation.”

Carol Langston, Head of CREATE

“Thank you so much for being a part of the team, we really enjoyed having you with us and think you greatly contributed to our content programme for which we are very grateful.

Soraya Gadelrab, International Food & Drink Event

“Andrew’s unique style – a potent combination of straight talking with a wicked sense of humour – makes him an engaging, likeable and knowledgeable speaker.”

Roddy Watt, Buell Group

“Just wanted to drop a note to thank you for leading a cracking discussion today.”

Phil Street, Momentum

“Andrew’s wealth of hospitality and business experience shines through whenever he speaks. He’s full of top tips as well as amusing anecdotes, entertaining too! “time to change gear and move out of the shadows” simple and great advice!”



Dear Andrew,

AVEX INTERNATIONAL 2017 – NEC BIRMINGHAM – 12/13 SEPTEMBER

A massive thanks from all of us involved in the organisation of this year's AVEX for everything you did during the show. We all feel that your contribution to the speaker programme played a considerable part in the event's overall success. You came highly recommended, then you were even better than we could ever have imagined or expected.

Your ceaseless energy, engagement with each speaker and pertinent questions were invaluable at The Hub. Many thanks, also, for stepping up to the mark to take over all the tannoy announcements, which you did with that perfect mix of great humour and professionalism – a difficult balance to get right.

A particular high point was your recital of good old Robbie Burns at the official dinner. Very poignant, absolutely on brief and perfect with everything that had gone on before.

A huge thanks once again for everything. You were a delight to work with and went down a storm with all the visitors.

All the very best

Nic Belfrage

Speaker programme co-ordinator, AVEX International 2017

*Q Guild Butchers
8-10 Needless Road
Perth
PH2 0JW*

Andrew Scott- Victus Hospitality.

Recommended by a PR Company to our company as a potential good judge of meat and meat based products. Smithfield Awards is our flagship awards ceremony and as such the judging must be of the highest standard and quality.

Andrew Scott judged over 200 products over 2 days of judging and proved himself to be the most outstanding of judges. Super comments on the products and constructive comments when the product was not up to expectations.

Andrew, was paired with several young hospitality students as judges and his enthusiasm for his industry clearly shone through and he guided the students what to look for and what the product should taste like.

Andrew was thoroughly entertaining also and endeared himself to a lot of the other judges and made several good contacts.

We would not hesitate to contact Andrew Scott to be a judge again or indeed be involved with the Q Guild Butchers. Excellent attitude and expert knowledge combined with a wicked sense of humour made for an enjoyable occasion.

Gordon Newlands

Q Guild General Manager

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