## Soulful. Vibrant. Dynamic. Versatile.

A hybrid creative.

Fiercely passionate.

A truly multi-cultural, undefined individual.

#### A little about me...

A creative hybrid with a global yet local perspective, mindset and attitude.

At the axis of education x creative x business where I skate between all with ease, confidence, curiosity and vision.

I thrive in the complex.

I pay particular attention to the audience/guest experience and journey specifically, the large and the small details with a strong empathic design focus.

Which enables me to....

- Create and develop inspiring, multi-sensory journeys, experiences and communications.
- Develop ideas and communications which travel across any platform or media, both traditional and innovative.
- Open up new possibilities through creativity, insights and technology.
- Develop brands in a more strategic and audience centric manner for a more valuable ROI.

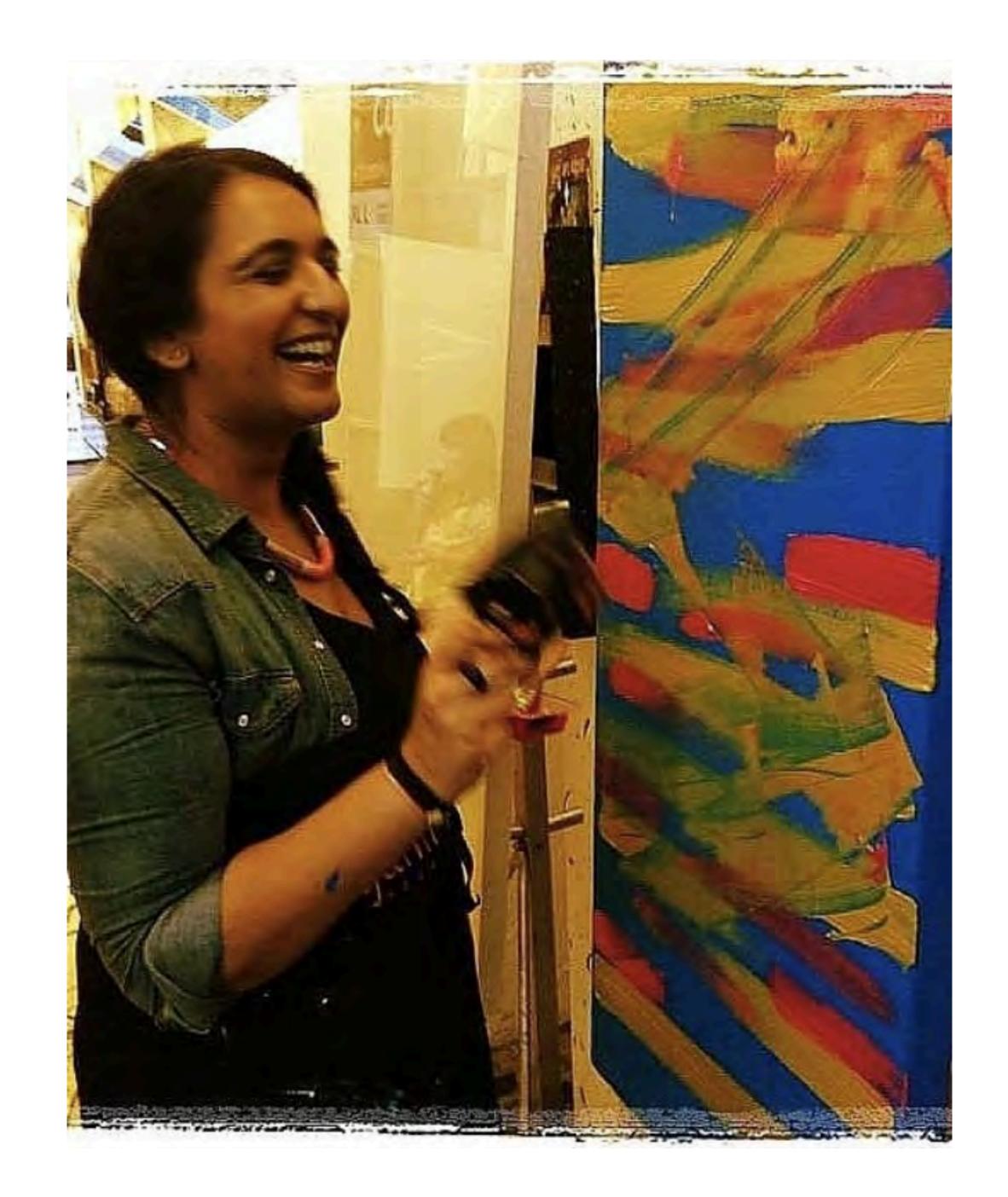
Synergy is important to each project I am involved in.

I take the time to understand a project, client and brand and their specific objectives where the reputation and showcasing of the client and their brand is paramount.

I am an open leader, seeking collaboration from my team, managing and mentoring individuals for growth and personal development.

Creating moments to remember however big or small is what drives me.

That's why I love what I do.



# Immersive

#### Hongkong Land Tenants' Party "Celestial Nights"

Hong Kong, 2019 Agency | LORE Live

#### **Event Objective**

Create a standout theme for HKL's 15th annual event that was beyond expectations from 2018. Staying in theme with HKL's reputation for hosting the most highly anticipated Christmas event in Hong Kong.

#### **Event Concept**

Get lost in the warmth and wonder at Celestial Nights.

Inspired by the warmth and vibrancy of Arabia, Christmas was celebrated under a starlit canopy, a first for this event. Guests were greeted with fresh mint tea served on arrival against the soulful sounds of the darbuka and left with personalised bespoke gift bags. Telly Leung and Courtney Reed, the lead stars of Broadways, *Aladdin* took the evening to new heights as the headline act. Spectacular entertainment, in theme F&B and Hongkong Land's favourite elements took centre stage for another fantastic evening.

- Lead Creative for ideation and pitch
- Concept Developer Celestial Nights
- Event Branding
- Co-Producer
- Client Relationship Lead
- Creative Direction & Strategy of Guest Experience
- Creative Copy Presentation to Event Collaterals inclusive of copy, tagline and event
- Costume and Invitation Consultant
- Talent Scout & Management





## Hongkong Land Tenants' Party "Grand Palace Christmas Hotel"

Hong Kong, 2018 Agency | LORE Live

#### **Event Objective**

Create a standout theme for HKL's annual event that was beyond expectations from previous years. HKL wanted something different after two years of very similar themes. Provide a real WOW whilst staying in theme with HKL's reputation for hosting the most highly anticipated Christmas event in Hong Kong.

#### Concept

The Grand Palace Christmas Hotel, the first interactive theatre disguised in a hotel theme in the events 14 year history. Professional actors drove the evening supported by the phenomenal Marc Martell, whose voice was featured and mixed with Freddie Mercury's in the break out film of the year *Bohemian Rhapsody*. Live paintings, close-up magicians and fortune tellers made for a one of kind Tenant's Party.

- Lead Creative for ideation and pitch
- Concept Developer The Grand Palace Christmas Hotel
- Lead script writer & developer
- Show Director
- Co-Producer
- Client Relationship Lead
- Creative Direction & Strategy of Guest Experience
- Creative Copy Presentation to Event Collaterals inclusive of copy, tagline and event and Invitation
- Consultant
- Talent Scout & Management



















#### Heineken Shape The City Global Campaign

Hong Kong, 2016 Agency | Luminous MSL

#### **Event Objective**

Create a standout event to capture and engage 25-45 year olds in Hong Kong under the notion of "Shape The City" bringing people together for an extraordinary event. Campaign to be solely executed via Social Media.

#### Concept

Get on Board to Get on Board! Hong Kong's first tram Bar

Created and co-developed a world first with Hong Kong's first tram bar that traveled between Causeway Bay and Western Market. Using the beloved tram which has for decades shaped the city by turning it into a glowing green Heineken Tram- a tram to remember.

#### Role

- Ideation and Pitch
- Copywriter and content developer
- Curating guest journey and experience
- Create and suggest #hashtags for overall campaign
- Suggest social media strategy for campaign and amplification Campaign name, theme and tag line
- Concept development and storyboard for campaign viral video x2

#### **Creative Direction**

- Overall look and feel of campaign
- Interactive elements and activations







\*Award Winning Campaign

# Experiential

#### **BMW Lead The Change Seminar Series**

Hong Kong, 2021 Agency | Filament Live

#### **Event Objective**

As part of the launch for the new BMW 5 Series, BMW Hong Kong wanted to invite key leaders and players from the business community to share with the Hong Kong business and entrepreneurial community how they lead the change over the last 18 months since the pandemic began. The event needed to be hybrid with a limited in - house audience and live streaming.

#### Concept

Intimate, offering an open platform to share, influence and inspire, The BMW Lead the Change Seminar Series ran over the course two sessions at their Wan Chai Showroom. With one session in Cantonese and the other in English, the series featured an all star panel of some of Hong Kong's most prolific business leaders and entrepreneurs from across a range of industries. Facilitated via a moderator, panellist shared their personal journeys, business insights and thought-leadership on how they were and still are leading the change for the last 18 months.

#### Featured panelists for Cantonese Session

Jay Liu, Head of Strategic Partnerships, New World Development Group

Fred Ngan, Co-Founder & CEO, Bowtie Virtual Insurer

Keen Yim, Senior Vice-President of Brand & Community, APAC, Iululemon

Moderator: Akina Fong

#### Featured panelists for English Session

Syed Asim Hussain, Founder, Black Sheep Restaurants

Danny Yeung, Co-Founder & CEO, Prenetics Group

Carol Hung, Chief Product Officer, livi bank

Moderator: Anjani Trivedi- Bloomberg Opinion

#### Role

- Ideation, experience and creative strategy
- Building strategic partnerships and alliances with speakers, companies and brands
- Gift Sourcing
- Creative direction for F&B
- Copywriter for seminar scripts (English and Cantonese), social posts and speakers bios

#### Results

- Over 70 pax live audience per session
- Online audience of 100 -250 pax per session











#### **HSBC Meet & Greet House of Jade**

Hong Kong, 2018-20 Agency | LORE Live

#### **Event Objective**

Create a standout event to capture and engage and introduce new clients to the world and benefits of HSBC Jade.

#### Concept

Created and developed, The House of Jade, a warm and inviting space that evokes a strong sense of prestige and luxury whilst being open and approachable, a place of total comfort. HSBC House of Jade was fuelled with exceptional branded F&B, the casual lounge area allowed clients to network with each other and with HSBC Executives.

HSBC Meet & Greet is conducted every 3 months as a way to welcome to new clients and introduce them to HSBC Jade.

- Ideation and Pitch
- Concept & Story
- Presentation to Executives
- Experience Strategy
- Experience Design
- Immersive Touch-points
- Entertainment
- Content Developer and Manager
- Onsite Speech Coach















#### **TUMI DNA LOFT**

Hong Kong, 2019 Agency | LORE Live

#### **Event Objective**

Showcase TUMI's DNA and heritage whilst launching the new Alpha Bravo Collection with Brand Ambassador, Hollywood A lister Chris Pratt in way that attracted existing and new fans of the brand.

#### Concept

Enter TUMI Creative Director, Victor Sanz's design studio.

An open, premium loft style space that serves as a authentic expression of TUMI's aspirations and individuality while hinting at the brand's New York roots.

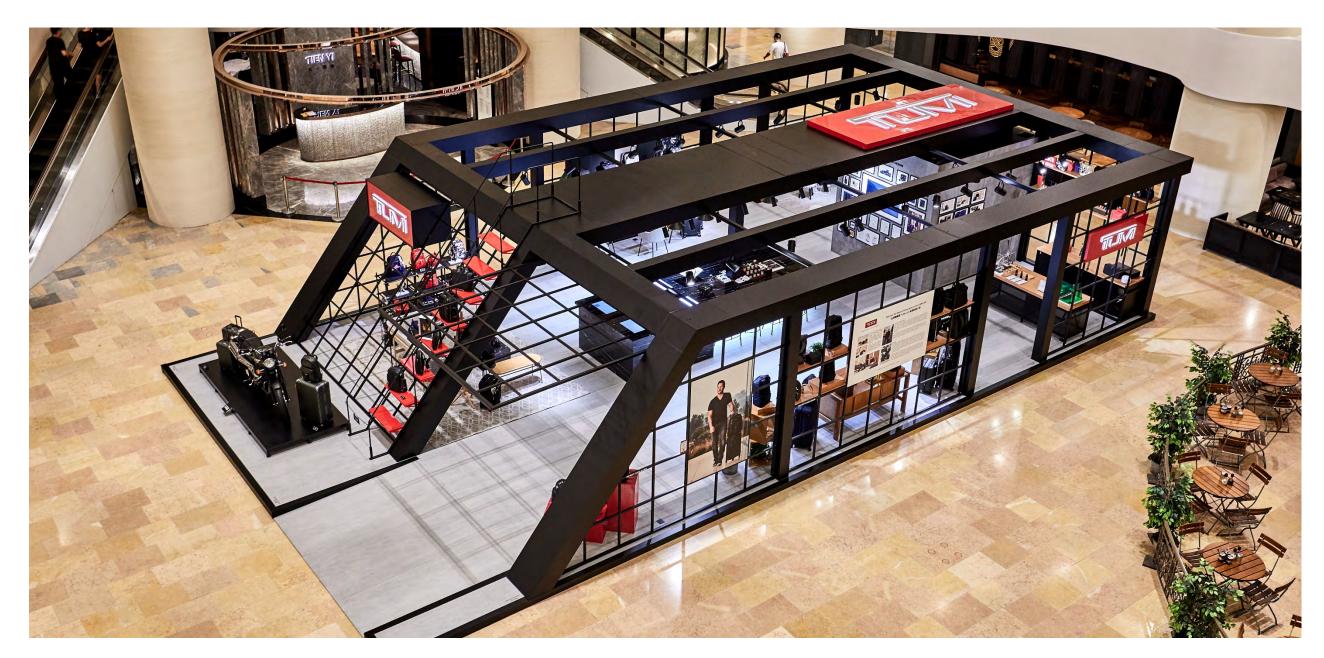
Here, the heritage and DNA of TUMI is brought to life via an exploratory journey to discovery. Underpinning our creative and serving as an opportunity to showcase TUMI's creativity, innovation and design. Offering consumers an unparalleled retail experience that interweaves an elevated lifestyle within an urban New York creative studio environment.

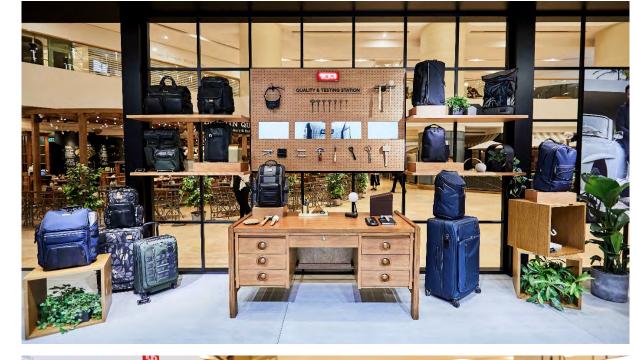
#### Role

- Ideation and Pitch
- Concept & content developer
- Brand Development
- Curating guest journey and live experiences
- VIP Night Strategy & Management
- Create and suggest #hashtags for overall campaign
- Concept development and storyboard for campaign viral videos x2
- Interactive elements and activations

#### Results

- Over 8.5K visitors over event period (April 30th May 10th, 2019)
- 430% sales growth at the highest sales day
- 16 million impressions across social media including KOL postings

















#### **TUMI Scandinavia**

Hong Kong, 2018 Agency | LORE Live

#### **Event Objective**

To create a space that showcased TUMI's FW 2018 Campaign inspired by Scandinavia, increase TUMI fans and give existing fans and loyal brand advocates a technically savvy, immersive experience of the brand.

#### Concept

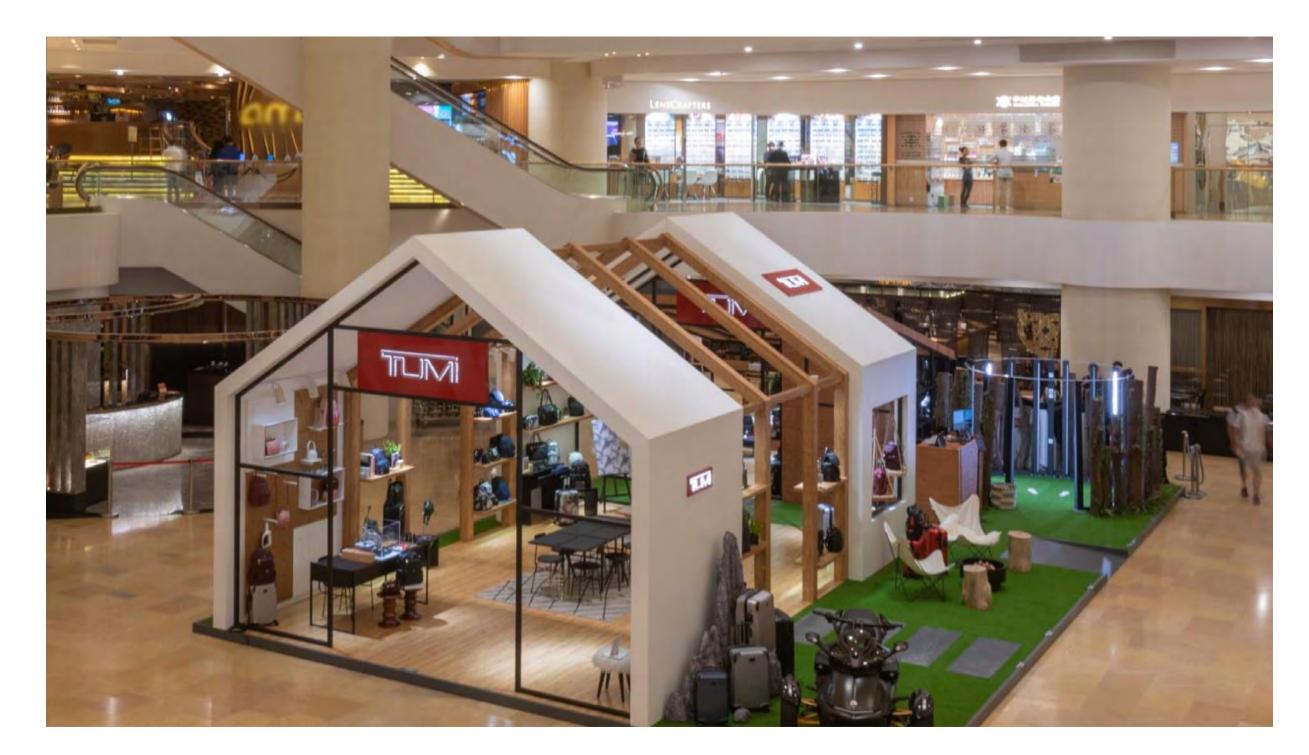
The TUMI Lodge inspired by Scandinavia for the FW18 collection at Pacific Place Mall. Reinforcing a brand experience that was a true reflection of TUMI's luxury positioning. Known for its simplicity, functionality, and minimalism at its heart, Scandinavian design is rooted in the elements of nature and the tradition of craft. This underpinned our creative to develop a concept that is represented an authentic Scandinavian lifestyle for an innovative, interactive retail experience that exceeded and surprised the guests. Including the first 3D body scanner & video, authentic Scandinavian artists, crafts and F&B, influencer & KOL led content and workshops.

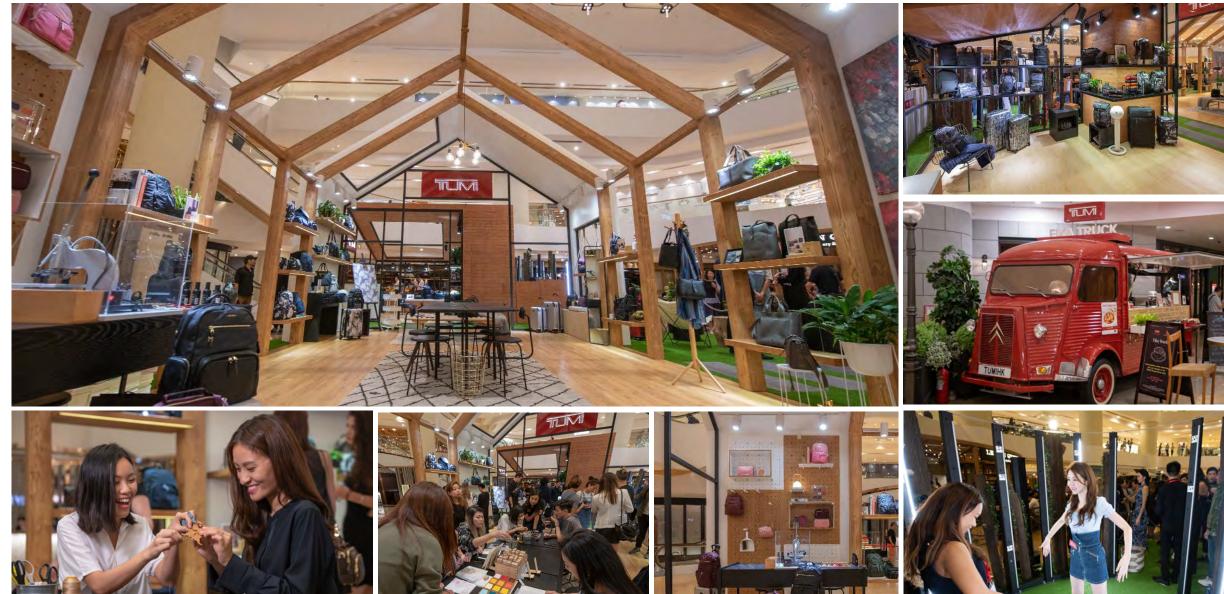
#### Role

- Ideation
- Brand Development
- Copywriter and content developer
- Curating guest journey and experience
- Talent Source
- Interactive elements and activations

#### Results

- Over 6000 visitors over event period (August 30th September 12th, 2018)
- Women's Customer growth from 37% to 50%
- 467% sales growth at the highest sales day
- 3.4 million impressions through KOL postings





#### Tommy Hilfiger Thanksgiving Dinner

Hong Kong, 2018 Agency | LORE Live

#### **Event Objective**

Curate and develop a private and intimate thanksgiving dinner for 138 executive and senior members of staff at Tommy Hilfiger and PVH Group in 8 weeks from winning the pitch. The theme was thanksgiving family style.

#### Concept

An evening fuelled with a series of surprises, all American accents and a family style look and feel. I found a private home overlooking the skyline to host the dinner, ambassadors lined the hidden path with lanterns to guide guests. Live music via a terrace DJ and all American marching band played pop music for the CEO's toast and welcome. A magician was commissioned for an awards ceremony with a short fashion show between courses of the limited edition collection about to be launched. I developed the "Give Thanks" Thanksgiving Card activity, where by guests wrote a thank you card to a member of their team and it was sent to them. This initiative is now placed across all Tommy Hilfiger offices globally.

- Ideation and Pitch
- Creative Strategy
- Concept, content, copy developer
- Live Experience Designer Curating guest journey and experience
- Overall look and feel of campaign
- Interactive elements and activations
- Talent Scout & Management















#### adidas Brand Day

Hong Kong, 2018 Agency | LORE Live

#### **Event Objective**

Refresh the a buyers trade show by showcasing the new adidas Sport and Originals 2019 Collection for 250 buyers from across the region.

#### Concept

A curated, live showcase inspired by the adidas Creator Farm, physically bringing to life each of the new products in an immersive show and creative studio installation experience fuelled by music, compelling visuals and animations, theatrics, dancers, and guest experiences. A finale catwalk showcase with a live singer was completed with a photo wall of each of the audience members using the treatment from the brand's campaign, Here to Create.

- Ideation
- Copywriter and content developer
- Curating guest journey and experience
- Segment Director
- Experience Design
- Overall look and feel of the experience
- Interactive elements and activation



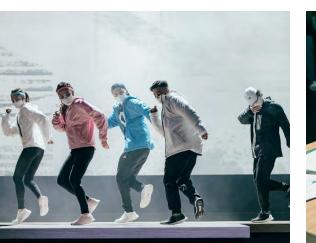














## Chanel - Agents of Chanel Annual Staff Gala HK & Macau

Hong Kong, 2015 Agency | Luminous MSL

#### **Event Objective**

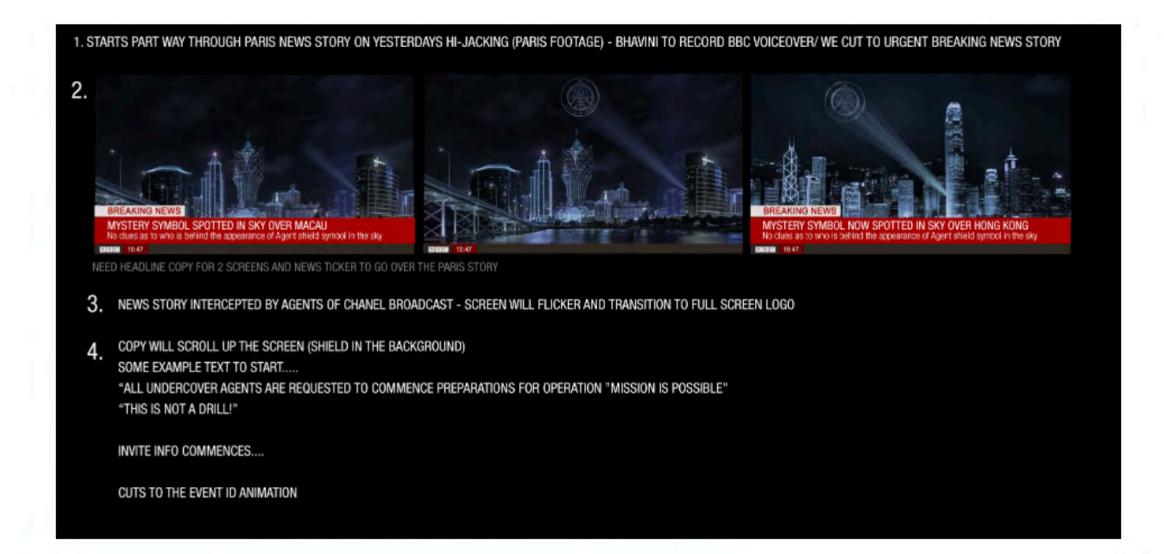
Create an all encompassing theme to bring together over 1000 Chanel staff and management from across Hong Kong and Macau for their annual gala event celebrating the years successes.

#### **Event Concept**

### Agents of Chanel No Mission is Possible

#### Role

- Lead Creative for ideation and pitch
- Concept Developer Agents of Chanel
- Storyboard for all invitations
- Creative Direction & Strategy of Guest Experience
- Creative Direction for Management
- Creative Copy Presentation to Event Collaterals inclusive of copy tagline and event
- Costume and Invitation Consultant







©Bhavini Raval Portfolio 2021

#### **Cartier The Royal Collection**

Chapter 4, Hong Kong Exhibition & Gala, 2015 Agency | Luminous MSL

#### **Event Objective**

Create an immersive experience like no other for the 4th Chapter of the Cartier Royal Collection Exhibition and Gala using the overall tour theme of Versallles.

#### **Final Concept**

A recreation of the Garden of Versailles as guests enter the 2nd floor of the Four Seasons and begin their journey as they enter the Cartier Royal Palace.

Exhibition – dividing the space in to 4 private Palace themed rooms including the throne room with a long red red carpet and ceiling projection for the pinnacle pieces along with 12 private viewing rooms.

**Gala – A Royal Affair.** Guests are escorted from the Garden Cocktail reception by Royal Guards into the Palace ballroom. The set is based on the façade of a palace that had multiple entrances for jewellery showcase and three acts including a headline act. A live orchestra playing a mix of traditional and contemporary pieces was set in the ballroom to take guests through the night.

- Ideation and Pitch
- Concept Developer with Team
- Creative Direction & Strategy of Guest Experience
- Creative Copy Presentation to Event Collaterals Costume Consultant
- Talent Choreographer Royal Guards
- Experience Design







#### Hongkong Land boutique boulevard

Hong Kong 2015 Agency | Luminous MSL

#### **Event Objective**

A private retail event with entertainment and exhibits across 4 buildings. Enhancing Landmark's reputation of excellence in terms of lifestyle and demonstrate Landmarks "talk of the town" signature for this VIP gathering. Supporting the brands, tenants business by bringing high quality traffic to the Premises; and a traffic encompassing 1st generation as well as 2nd generation and professionals.

#### Concept

Central Beats (provided by Client)

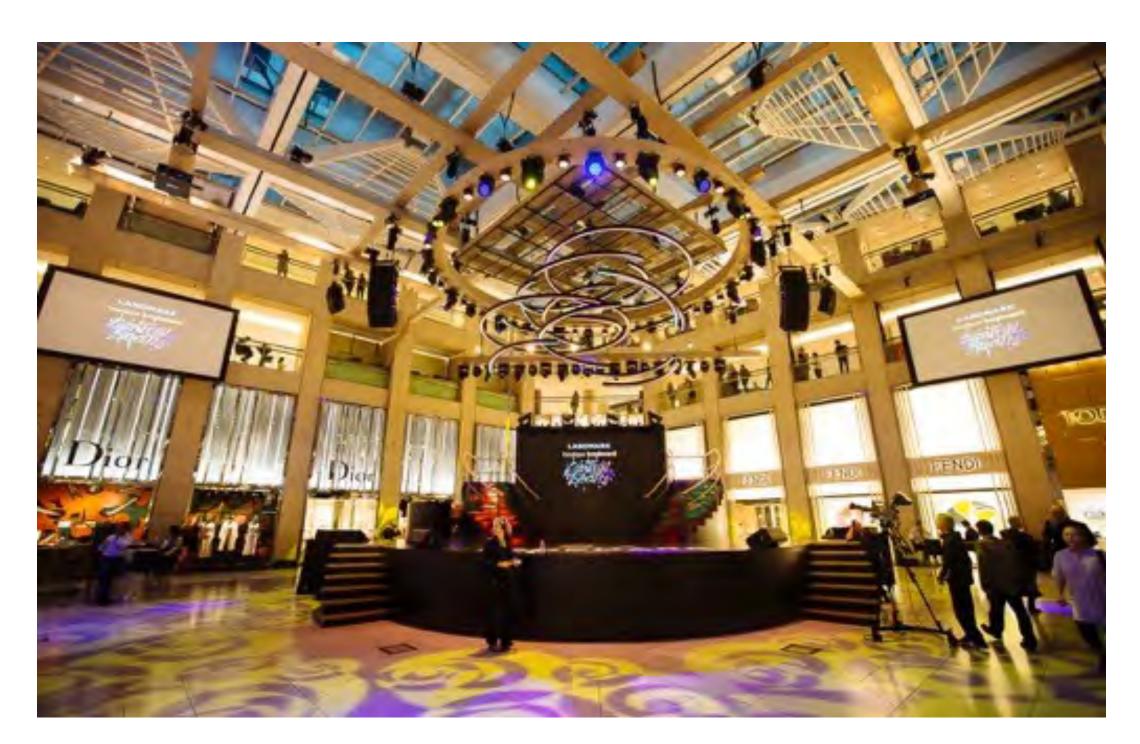
Based on the Central Beats concept, we collaborated and created 8 spin-off music genres that were applied across buildings and bridges of the Precinct (Landmark Atrium, Landmark Prince's, Landmark Chater, Landmark Alexandra) in the form of entertainment, food & beverage, installations, interactive multimedia, and exhibitions.

#### Role

- Ideation and Pitch
- Concept development, strategy and creative direction from concept to execution including entertainment, live interactions and exhibits.
- Pitching & presenting ideas to the client
- Research and sourcing exhibiting pieces and exhibiting genres Curating guest journey with digital and sensory experiences
- Co-Art Direction of exhibits and overall look and feel
- Copy writing all presentations and public information for all 8 exhibitions
- Led the brainstorming session between 20 invited participants to narrow down the 8 musical genre's
- Collaborative engagement with multiple agencies

#### Results

Over 5,500 attended the event headlined by Rita Ora





#### Hongkong Land

Copy & Art Direction boutique boulevard 2015

The Landmark, Landmark Prince's, Landmark Chater, Landmark Alexander















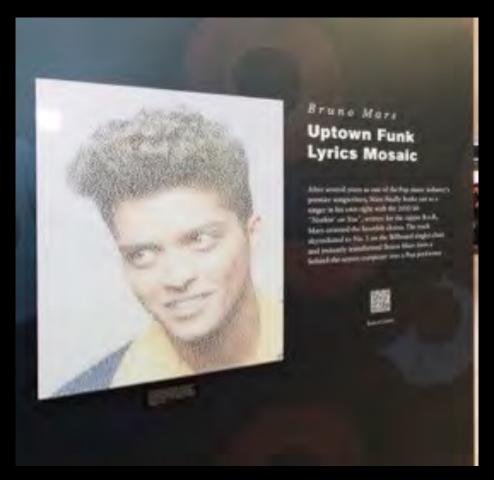
RAMONES BLONDIE RED HOT

#### boutique boulevard 2015 - The Landmark, Landmark Prince's, Landmark Chater, Landmark Alexander

















#### Hongkong Land Tenants' Party 125th Anniversary

Hong Kong, 2014

Agency | Luminous MSL

#### **Event Objective**

An end of year annual party to remember for all of Hongkong Land's tenants across all properties. An added element of celebrating the 125<sup>th</sup> Anniversary in a classic way that was modern, fun and festive.

#### Concept

A large box in cascading ribbon that came together at the Christmas tree shaped pile of boxes in classic Christmas red and silver. The large box formed the entrance where hostesses in Christmas red welcomed guests. The ribbon formed the barrier of the event space for guests to look in and out.

#### Role

#### **Ideation and Pitch**

- Concept Developer giant gift box with cascading ribbon to a large pile of presents
- Creative Direction & Strategy of Guest Experience
- Creative Copy Presentation to Event Collaterals
- Costume and Invitation Consultant
- Pitch & Present ideas to client during pitch process
- Experience Design









# Pitches

#### Rolls Royce - Black Badge Launch 2022

Hong Kong, 2021 Agency | Filament \*Pitch Only

#### **Event Objective**

Rolls Royce wanted to create a show stopping display for the launch of the Limited Edition Dawn Black Badge Landspeed and new Black Badge GHOST. The launch unusually came heavily influenced by themes of cyberpunk, graphic art and the Bonneville Salt Flats of Utah and the brands heritage.

#### Concept

The play of duality was set throughout the entire showcase and reiterated in the use of AR technology to bring the brands icon, the Spirit of Ecstasy to life throughout the space.

Each car was honoured via a reinterpretation of the Black Badge symbol into a structural piece of immersive art to create two distinct platforms that merge into one. The set comes to live via chasing light display that sits in sync with curated soundtrack. A striking showcase reflecting the personalities of the Dawn Black Badge Landspeed / Ghost Black Badge. An experience bolder in attitude that dares to be different.

#### **Design Aesthetic**

Bold. Striking. Imposing.

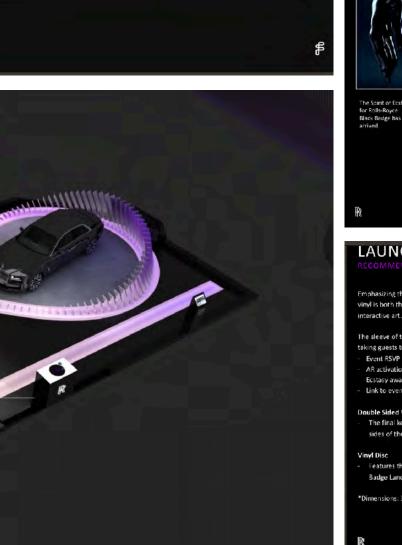
A forging of contrasting elements and materials that seamlessly interact and transform to showcase the visual expression of duality, of Rolls-Royce and of the Black Badge collection.

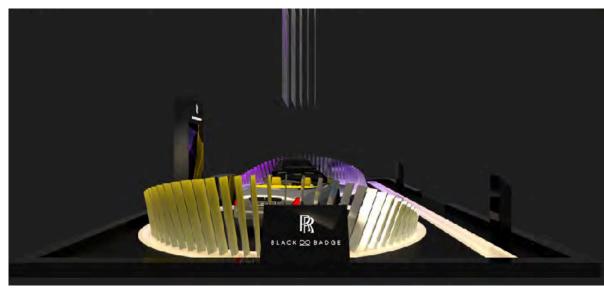
#### Role

- Experience Strategy & Design
- Ideation & Creative Direction
- Pitch lead
- Copywriter
- Talent

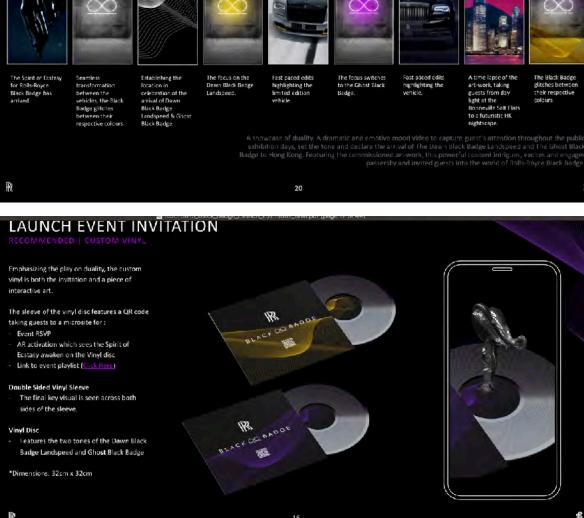


AR EXPERIENCE





VIDEO CONTENT



#### SkinCeuticals - The Power to Become

Sanya, Hainan, China 2021 Agency | Filament

\*Pitch Only

#### **Event Objective**

L'Oreal Travel and Retail brand, SkinCeuticals wanted to create an exclusive brand experience for VIP guests in a luxury oasis under a theme of The Power to Become showcasing SkinCeuticals innovative technology and medically backed science whilst also launching the highly anticipated Silymarine CF. This would be the brands inaugural VIP event in Hainan.

#### Concept

A private luxury oasis sets the scene for a premium holistic experience where your wellness and skincare is paramount, and each touchpoint has a tailored touch.

Elevating this at-home, self-care notion with SkinCeuticals is amplified through a series of self-dictated interactive and immersive moments with the power to inform, educate and empower you.

Here, SkinCeuticals science backed knowledge is approachable through an inviting relaxed environment with access to professional consultations and expert advice.

Never has wellness and self-care been so essential to our desires for a healthier glow inside and out.

Self-care, self-love, self-discover for The Power To Become who you want to be.

#### Role

- Experience Strategy & Design
- Ideation & Creative Direction
- Pitch lead
- Copywriter

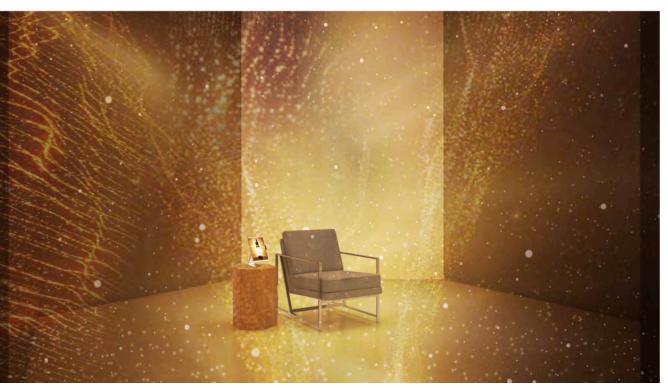
#### Results

- This initial pitch led to the agency staying the agency pool for another 3 years
- The event was subsequently placed on hold for 2022

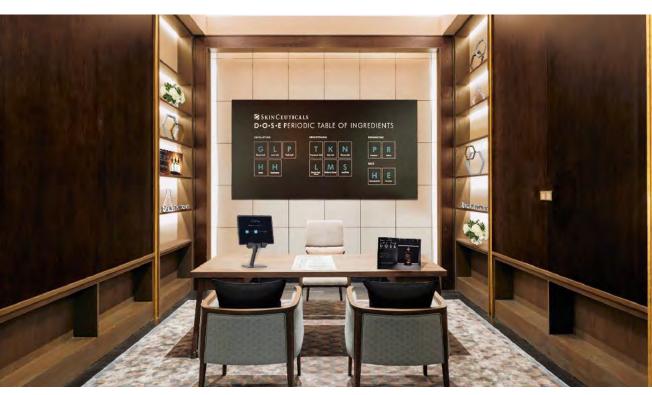












#### Helena Rubenstein - A Luxury Escape

Sanya, Hainan, China 2021 Agency | Filament \*Pitch Only

#### **Event Objective**

L'Oreal Travel and Retail legacy beauty brand, Helena Rubenstein with ambassador Faye Wong, invites consumers on a luxury escape to explore the story behind the brand and iconic products, Prodigy Cellglow, Powercell Skinmunnity and Replasty Age Recovery. Inspired by an Avant Garde spirit to reach for new heights with beauty as the ultimate destination, a luxury 360 escape in Sanya awaits. In a bid to uplift the brand image, foster brand loyalty and cultivate a new fanbase of first- class beauty travelers.

#### Concept

A serene sanctuary in the sky sets the scene for a luxury escape with Helena Rubinstein through the brand, the beauty and the heritage.

Three key elements Heritage, Women Empowerment and Imagination overlay and interlock, paying homage to brand's founder, whilst simultaneously fuelling the imagination.

Expressed via a multi-level immersive and interactive journey through a private residence. Amplified through an Avant Garde multisensory experience emphasising Helena Rubinstein's commitment to the pleasure of each of her products. Signature brand design codes are complemented by a modern, sleek design and open airy mood and tone for that perfect dreamy escape.

Let beauty be your pleasure as you take this first-class flight with Helena Rubinstein.

#### Role

- Experience Strategy & Design
- Ideation & Creative Direction
- Pitch lead
- Copywriter

#### Results

- This initial pitch led to the agency staying the agency pool for another 3 years
- This pitch led to the agency being invited to form a bigger experience in Sanya with a HKD\$10M budget.















#### Cartier - Clash De Cartier Launch

Hong Kong, 2020 Agency | LORE Live \*Pitch only

#### **Event Objective**

The launch of Cartier's new collection, *Clash*, raw, rebellious, edgy. The event needed to stand out, impress and engage.

#### **Event Concept**

### Clash De Cartier SOCIETY

Epitomizing the collection, the event moves.

It pulsates.

It has attitude.

The CLASH OF ATTITUDES,

encounter of your double, is multi-faceted and transformative.

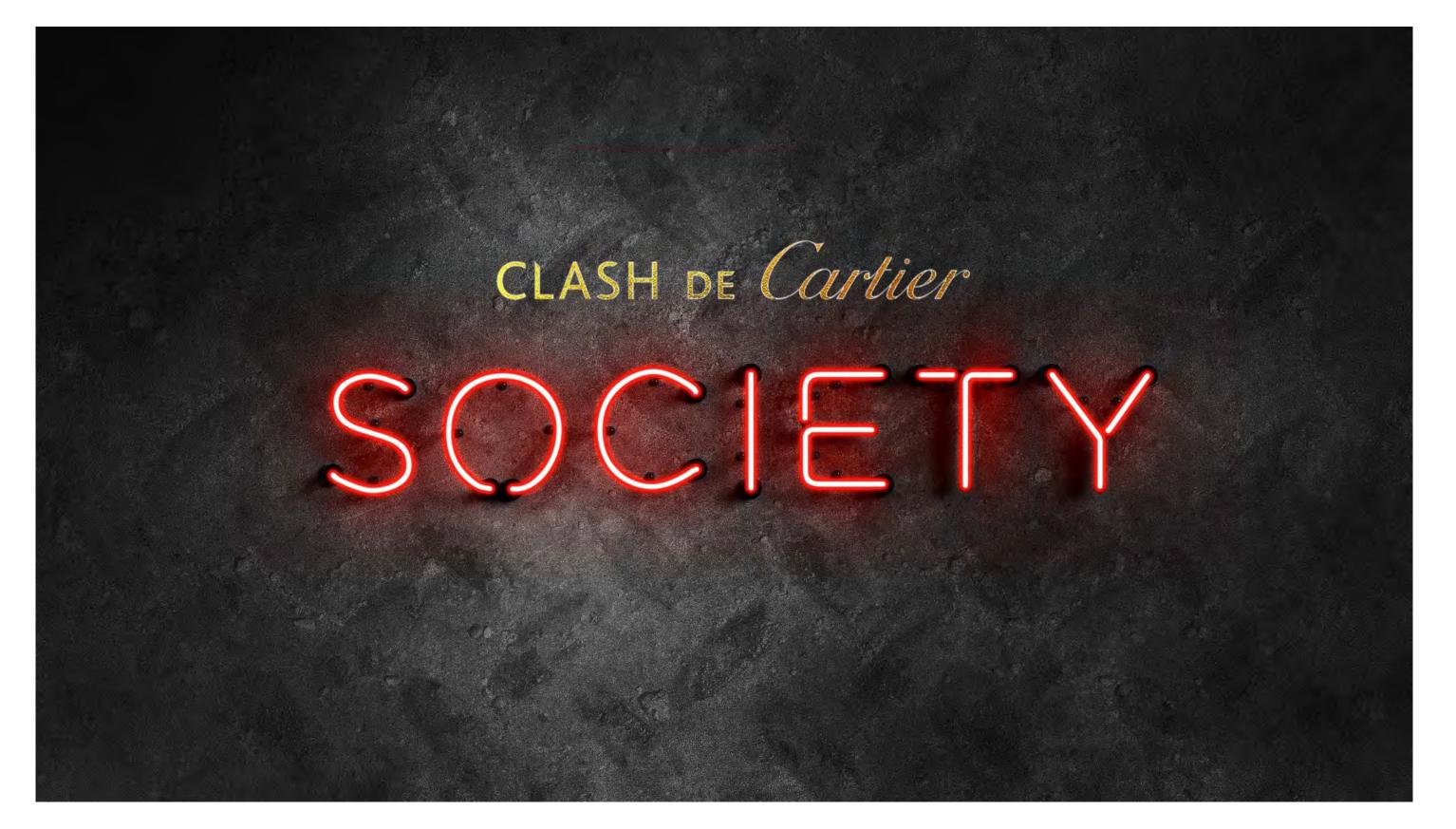
The duality is radically staged.

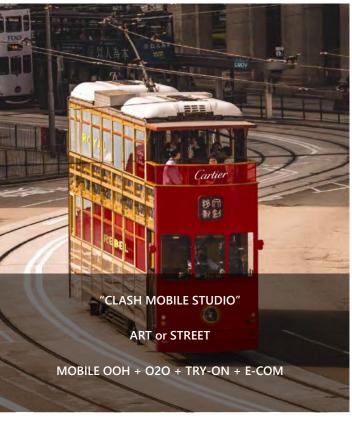
Movers and shakers converge.

It stirs talk in the town.

It stands out from other brands in the luxury space.

- Lead Creative for ideation and pitch
- Creative Direction & Strategy of Guest Experience
- Creative Copy Presentation Collaterals











#### **Cartier - Into The Wild**

Hong Kong, 2019 Agency | LORE Live \*Pitch only

#### **Event Objective**

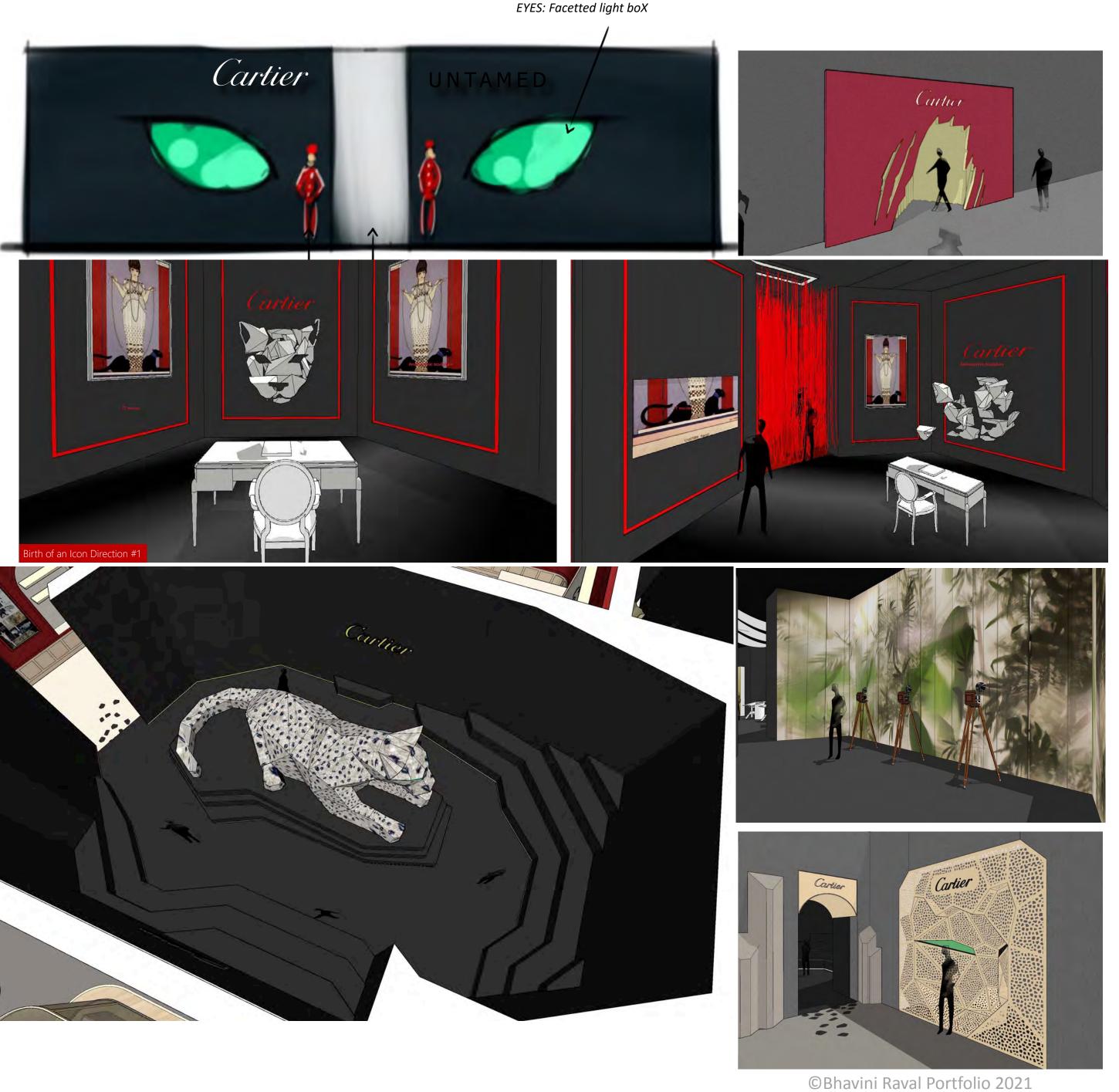
A celebration of the Cartier icon, The Panthere.

#### **Event Concept**

#### Into the Wind Panthere de Cartier

A fully immersive journey into the world of the Cartier icon, an opportunity to explore the muse behind the Maison in the most spectacular of ways. Guests are invited to discover the DNA of the Panthere whilst exploring their own inner Panthere through an exploration of art based interactive and experiential installations.

- Lead Creative for ideation and pitch
- Concept Developer
- Creative Direction & Strategy of Guest Experience
- Creative Copy Presentation Collaterals



#### Dior - Miss Dior

Hong Kong, 2019
Agency | LORE Live
\*Pitch only

#### **Event Objective**

A celebration

#### **Event Concept**

Miss Dior Salon des Amours

An immersive experience into love with Miss Dior fragrances.

Insta-worthy, Miss Dior Salon des Amours offers an immersive Miss Dior brand experience in line with K11's art based mood with sensorial and digital touch points to satisfy the snap and share target audience. Structured around the discovery and exploration of the four rose personalities captured in the Miss Dior fragrance collection which are; The Spinning Love, The Great Love, The Romantic Love and The Passionate Love.

The Miss Dior core message is reinforced throughout in a bold, striking and fun way, leaving guests with the ultimate question...

"And You, What Would You Do For Love?"

- Lead Creative for ideation and pitch
- Concept Developer –Miss Dior Salon des Amours
- Creative Direction & Strategy of Guest Experience
- Creative Copy Presentation Collaterals













# Speaker's Coach & Virtual Events

#### YouTube Works Awards Hong Kong 2021

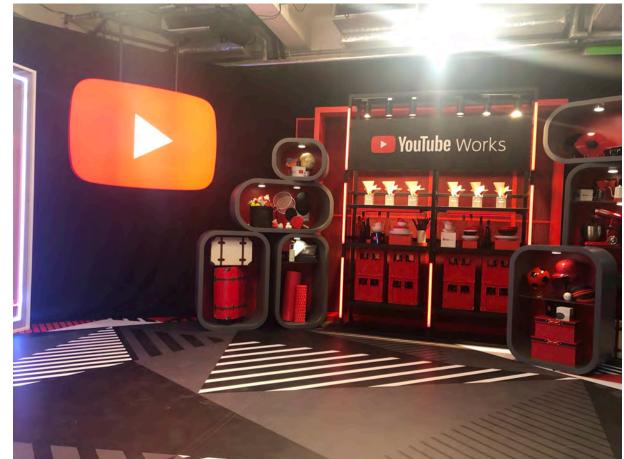
Hong Kong, 2021 Agency | Jack Morton Hong Kong

#### Objective

I was asked to write the show script for the first YouTube Works Awards Hong Kong, an industry focused awards celebrating those brands who have showed creativity and utilised YouTube. As the show was bilingual, I collaborated closely with the Cantonese scriptwriter to ensure flow and alignment. The script featured mini skits based on local Hong Kong culture interwoven with the awards categories and winners.

The host, popular YouTuber and influencer, J Lou was new to hosting, I was on set to coach her for each segment - the awards was filmed in advance due to cover restrictions.

- Scriptwriter
- On set coach



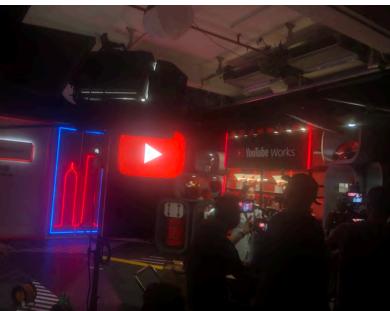


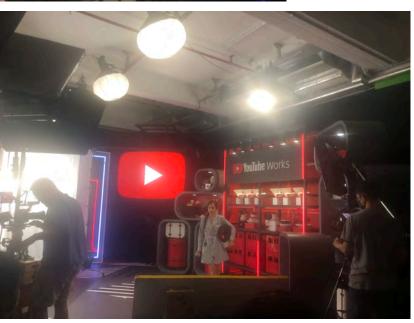












#### Razanne Jammal

#### **Netflix MENA - Paranormal Limited Series**

Hong Kong, Egypt, London, 2019-20

#### Objective

To prep Lebanese actress, Razanne for her upcoming role in the first original Netflix limited series from Egypt, Paranormal.

#### Role

#### **Acting Coach**

- Deconstruct the script
- Character development
- Deconstruct & Reconstruct the character

Paranormal went live on Netflix MENA in November 2020







#### PwC CATsh Partner Conference APAC

Hong Kong & Macau, 2015-2023 Agency | Luminous Experiential & Zeal Experiential

#### **Event Objective**

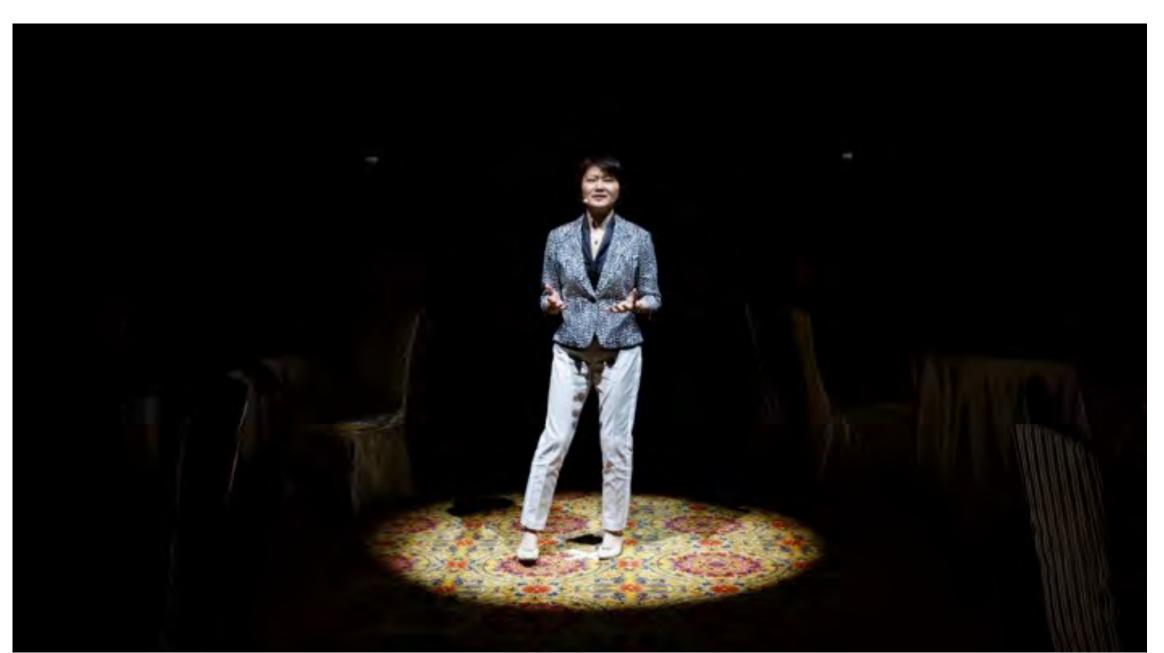
Annual 3 day conference for PwC Partners from across the APAC region reviewing the last financial year and setting the agenda and tone for the upcoming year.

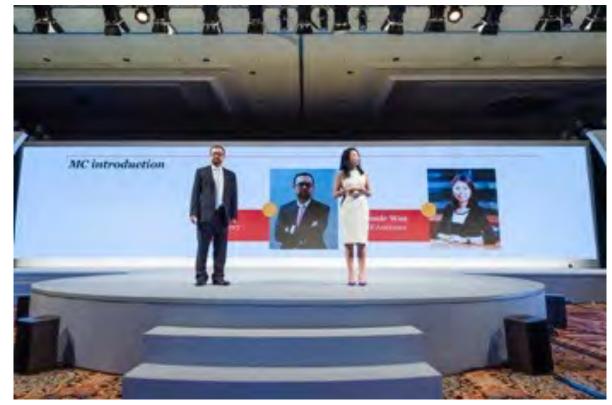
#### Role

#### **Speakers Coach**

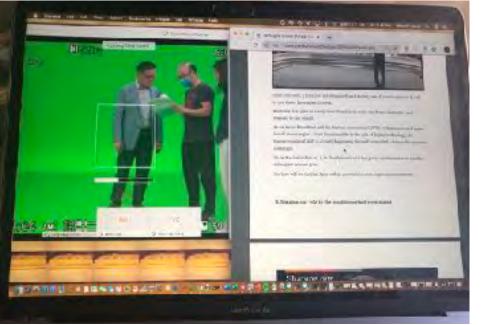
On hand throughout the run up to the conference and during the conference for all speakers to rehearse their presentations and get them comfortable on stage.

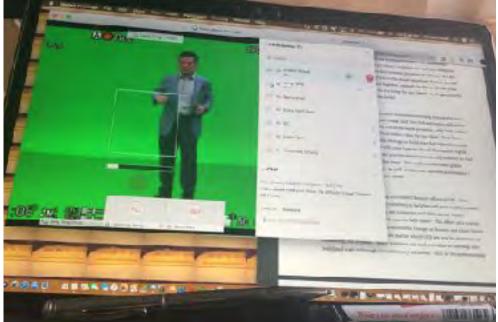
- Assisting presenters with their presentations
- Content Management
- Onstage speech coaching
- Editing presentations
- Training and guiding MC's & Speakers
- Presenters Choreography
- Prepped all speakers with a "Hints of Public Speaking Document" that was given to MC'S and Speakers prior to the conference
- Virtual Conference Coaching & Speakers Prep in person and remotely











#### Laboratoires Expanscience MAPP APAC Virtual Conference

Hong Kong, 2020 Agency | LORE

#### **Event Objective**

Develop and create a two day virtual conference to replace the annual physical Seminar across APAC region to share successes and learnings while encouraging growth in 2021 for the Laboratories Expanscience brand, Mustela.

#### Concept

A highly engaging and interactive virtual Seminar streamed through a bespoke website platform, to audiences across the APAC region, including China. To make the most of the speakers' schedules, the event was a mixture of pre-recorded and live segments to ensure an engaging and personal delivery that resonated with the audience and upheld the standard expected at the annual Seminar.

Strong collaboration with the Mustela team to refine the agenda and content to best suit a virtual delivery. A fundamental deliverable was to find creative ways to encourage interaction from the audience that maintained the balance of being informative but fun.

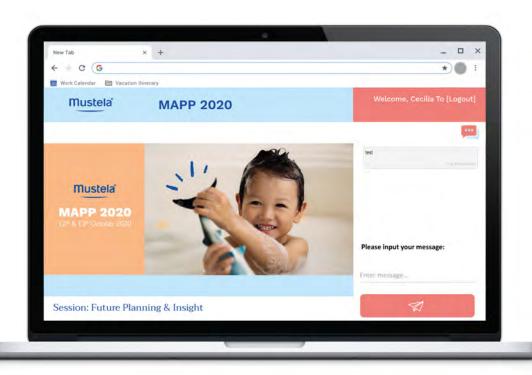
#### Role

- Experience Strategy
- Virtual Engagement Strategy
- Speaker's Coach
- Virtual Conference Coaching
- Virtual Event Directing
- Integrated Digital Activations
- Content Production & Management
- Virtual Conference Briefing Documents & Guidelines

#### Results

- 100% attendance across 11 countries
- 899 votes across 18 polls & games spanning two days 50% engagement
- 75% view rate for 9 hours or longer (total show was 12 hours)







#### AIA Hong Kong Leadership Virtual Conference

Hong Kong, 2020 Agency | LORE

#### **Event Objective**

Annual conference for Senior Leaders and Executives across the APAC region. Using state of the art virtual conference technology, the CEO and Executives paved the way for a new digital first approach within the company.

#### Concept

A state of the art virtual conference complete with fully digital 360 virtual set, integrated AR motion graphics, customised AR activity and international speakers, Paul Polman and Miles Hilton-Barber

- Virtual Conference Speakers Coach
- CEO training and Speaker's Coach
- Onsite Virtual Conference Training
- Virtual Conference Briefing Documents & Guidelines
- Virtual Engagement Strategy







# Creative Consultancy

I have provided a range of creative consultancy across a broad spectrum of projects including but not limited to the following...

- Marketing & Communication Strategy & Campaigns
- Brand Experiences & Activations
- Brand Development and Re-positioning
- Business Development & Transformation
- Digital Transformation
- Content Development including internal & external video content, social strategy & campaign, web development and collaterals

#### GIMS - Geneva International Motor Show 2023

London, 2023

Agency | Consultancy for Expo Pavilion Group \*Pitch Only

#### **Event Objective**

The Geneva International Motor Show is being split between Geneva and Doha. After the success of the World Cup 2022 and with Doha opening a Classic Car Museum and being part of the F1 Calendar, there is vested interest in adding to the cities cultural calendar. GIMS Doha needed to be both exclusive and approachable to the general public and incorporate F1 and the Museum.

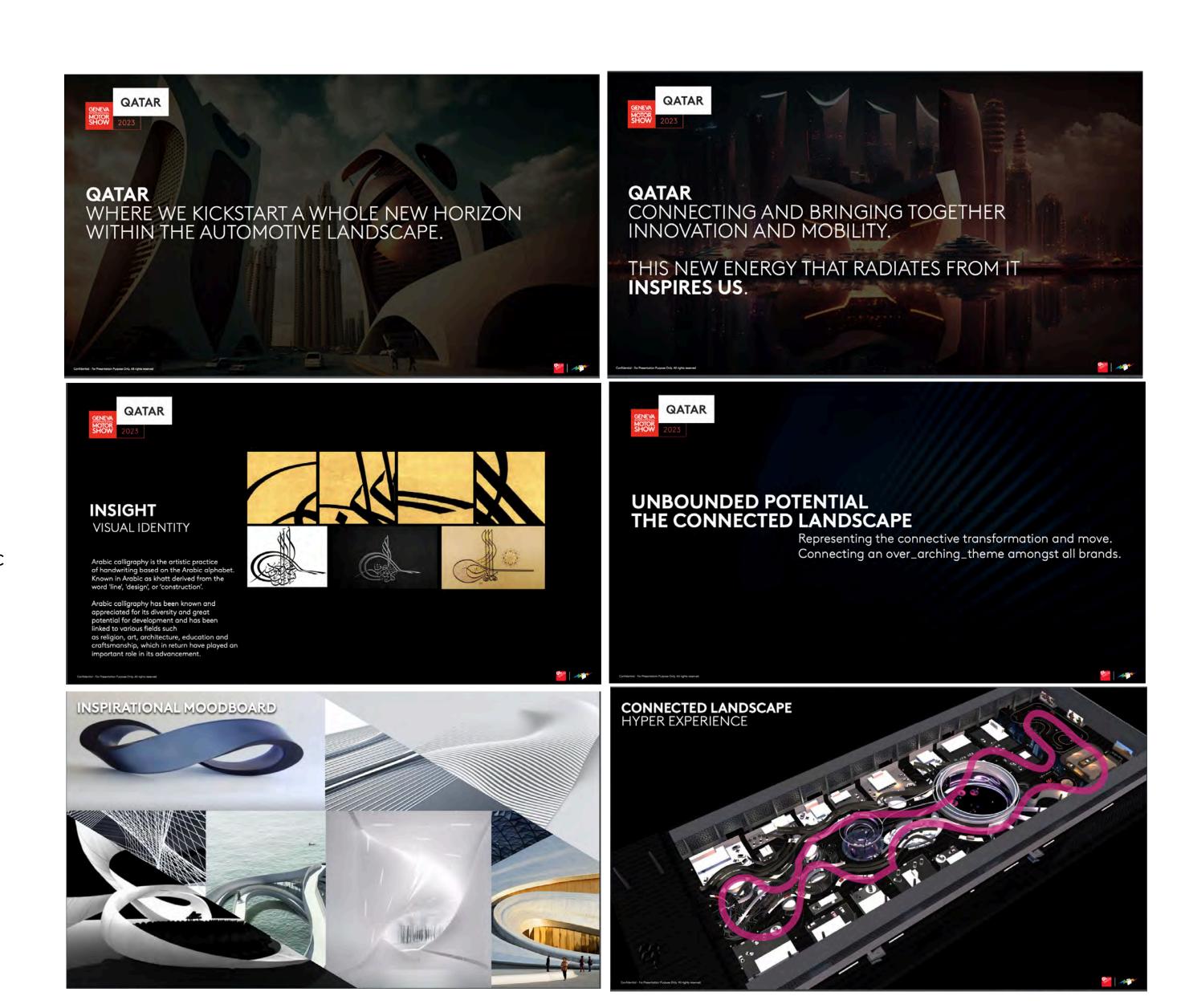
#### Concept

#### **Unbounded Potential.**

I was invited to consult on the multi-agency pitch to bring a creative strategic approach to the overall creative and help build an immersive hyper experience and incorporate local flavour and unconventional audience touch points for the multiple audiences.

#### **Consultancy Role**

- Creative Direction
- Ideation, experience and creative strategy
- Building strategic partnerships and alliances with speakers, companies and brands
- Gift Sourcing
- Copywriter
- Video Voice Over



#### Dairy Farm Hong Kong - 7/11 New Coffee Concept

London, 2022

Agency | Holi Polloi Hong Kong

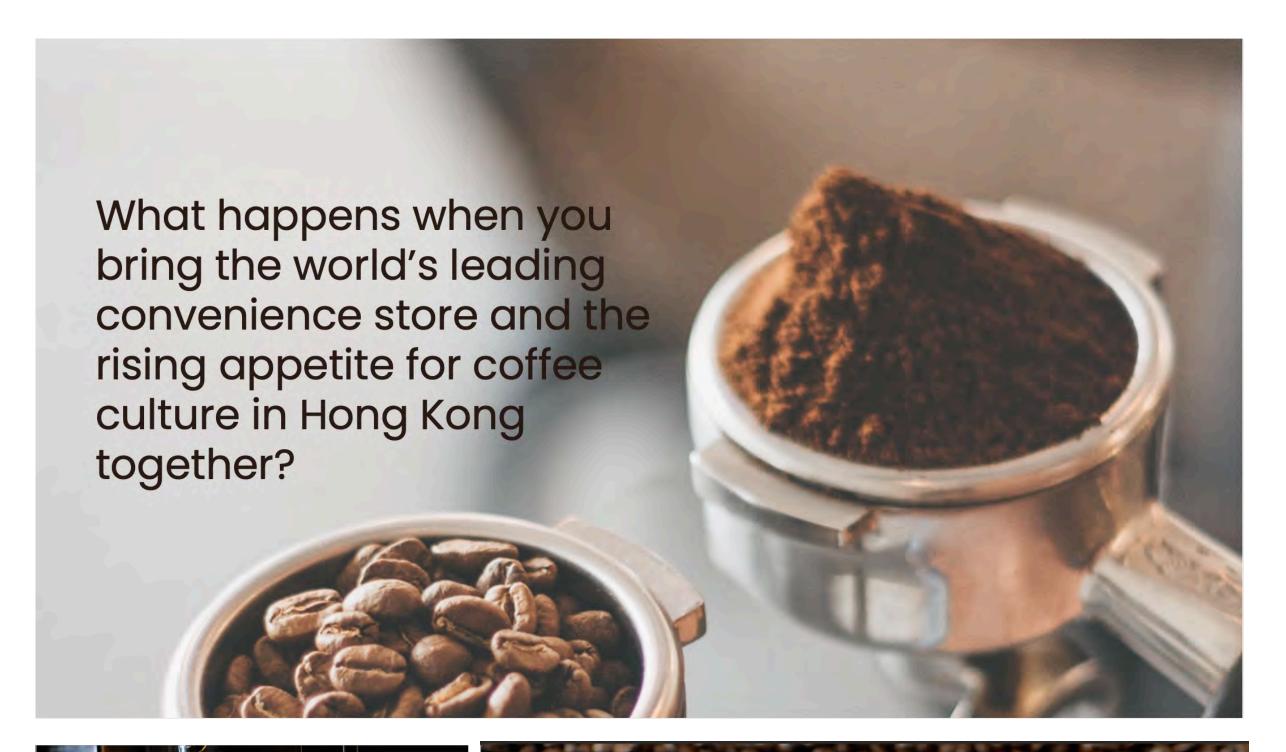
#### Objective

Dairy Farm Hong Kong who own the franchise and operating rights of 7/11 in Hong Kong want to bring a new 7/11 coffee concept, 7Cafe+ to high profile property developers such as Swire. They needed a pitch deck that would convince landlords with high footprint commercial buildings to buy into the idea.

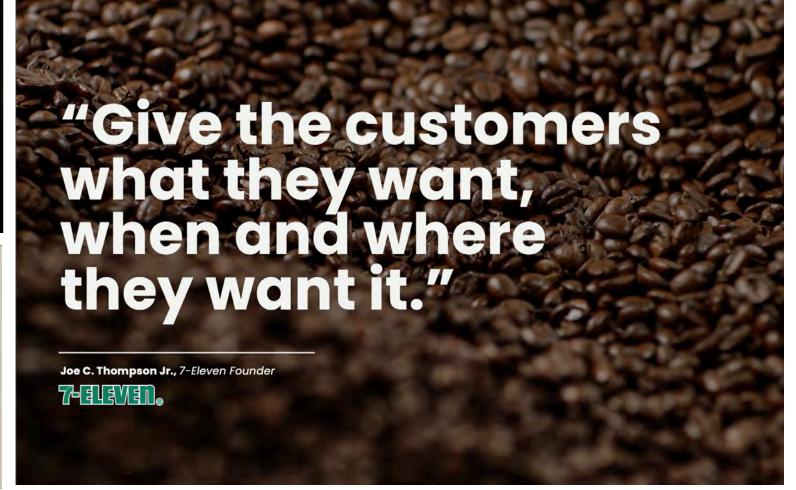
#### Concept

Keeping the deck minimal and highly visual to engage the audience, the narrative showcased the origins of 7/11 culture and the rising trend of coffee and dessert culture in Hong Kong. Interweaving data and insights to punctuate the new 7Cafe+ offering supplemented with locally based visuals and infographics. The deck was well received and is currently being used by the Dairy Farm Sales Team to secure multiple locations for 7Cafe+.

- Overall Creative Direction
- Creative Consultancy
- Ideation, structure and creative strategy
- Copywriter







#### CHLOE Hong Kong - Creative Consultancy

Hong Kong, 2019 Agency | LORE Live

#### Objective

To launch the new collection whilst expressing the Maison's rich history and creating a network of influential Chloé girls.

A creative concept that takes consumers to the heart and heritage of Chloé and its founder, Gaby Aghion.

#### Concept

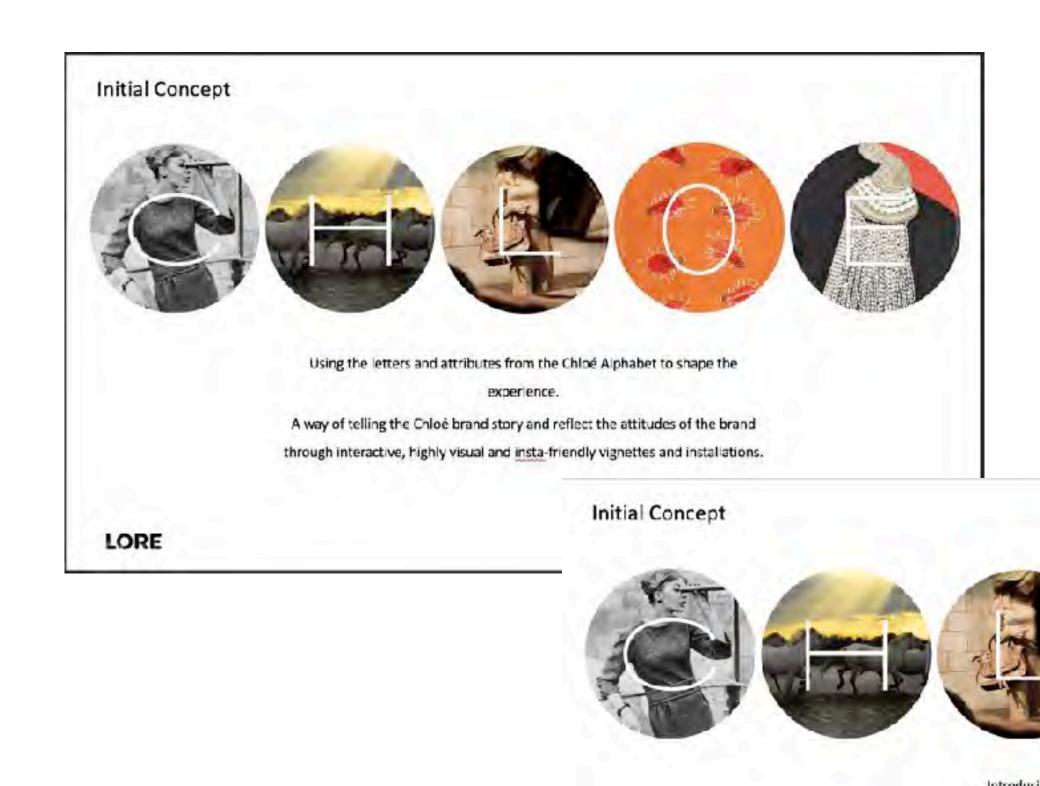
Using the letters and attributes from the Chloé Alphabet to shape the experience. A way of telling the Chloé brand story and reflect the attitudes of the brand through interactive, highly visual and insta-friendly vignettes and installations.

Introducing The Chloé Club.

A community, a network of #chloégirls who through the exploration of each of the letters and featured happenings discover the heart, heritage and ever - evolving modernity of the brand.

#### Role

- Lead consultant
- Ideation and pitch
- Brand Exposure & Perception
- Copywriter and content developer
- Guest journey and experiences
- Create and suggest #hashtags for overall campaign
- Suggest social media strategy for campaign and amplification Campaign name, theme and tag line
- Overall look and feel of campaign
- Interactive elements and activations









Engagement

Snap and Share

LORE

#### Social Engagement -The Economist

Hong Kong, 2017-8 Agency | Catalyst Hong Kong

\* 2018 concept in development

#### Objective

The Economist are launching into plastic ocean debate with a thought provoking global street activations based on the issue using their own insights derived from The Economist articles. They wanted a social element to help amplify their campaign.

#### Concept

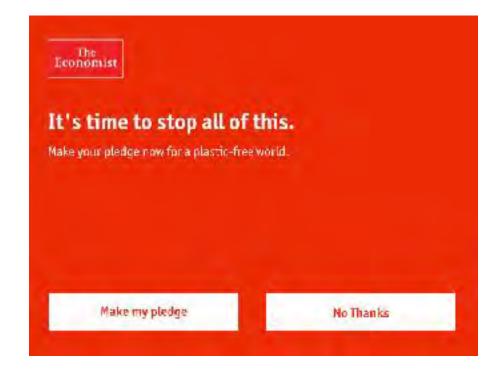
A two step social approach. A pledge available via Facebook prompting audiences to give up single use plastic for a week. Secondly, using Facebook Poll app to provoke targeted audiences as they browse the platform.

#### Role

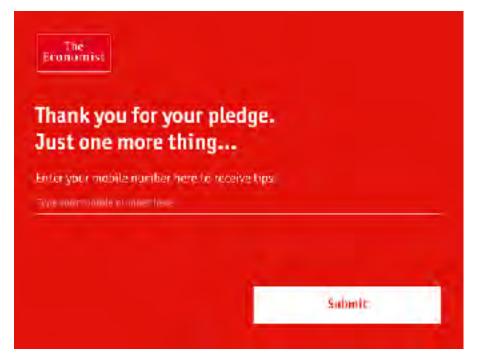
- Ideation
- Concept Developer Pledge
- Creative Copy
- Social Media Strategy
- 020 Engagement

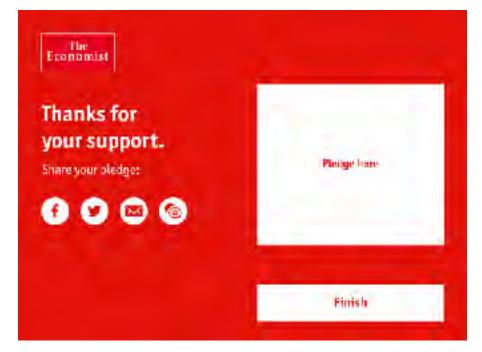










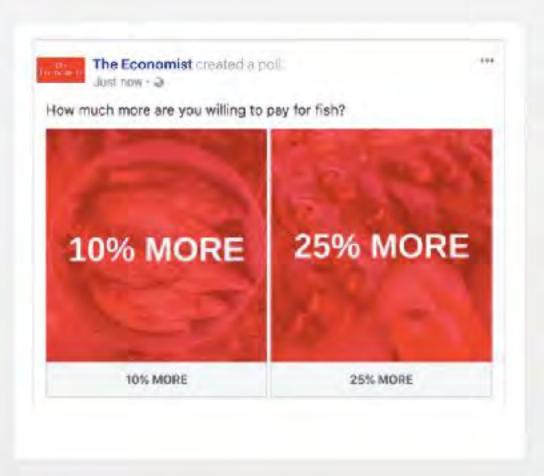




#### Idea:

Engage audiences on Facebook through the use of polling.

People can select the price they want to pay for the fish.



#### Social Media Campaign - Japan Airlines Hong Kong (JAL)

Hong Kong, 2017-8 Agency | Catalyst Hong Kong \*Pitch Only

#### Objective

Japan Airlines were looking to revamp their social content and make it more lifestyle orientated to increase appeal, brand awareness and bridge the gap between Hong Kong and Japan. They asked for a range of ideas to consider for their FY2018.

#### Concept

Leading the proposal, I developed an insight based strategy that took a deep dive into the brand and social behaviour for 3 target audiences. Along with my team we developed a range of highly visual Facebook ad's that are executed using a range of Facebook tools, from Facebook Canvas, Carousel and 360 video/photo along with GIFS. Content was a mix of Hong Kong and Japanese based images with the ad's being specifically targeted to certain audiences. We further provided the client with real life insights into the brand.

#### Role

- Client Lead
- Concept Developer & Insights
- Creative Copy
- Social Media Strategy + 020 Engagement





#### Social Stories | The Fruit Story

Here is a memorable story we found on the page - a woman citing JAL staff went above and beyond to retrieve her fruit box back.

This is an important piece when we are thinking about now we can best express JAL's commitment to going above and beyond to serve their customers.

上年我同老公係新宿坐機場巴士去機場時,到站後我地忘記了拎 盒生果,當時我去到JAL check-in 櫃臺先記得。即刻同當時嘅地 動人員講。 他們好好果上幫我聯絡巴士公司,而且個位地勤先生 佢叫我先去食啲野大約15-20分鐘返去,到我返去時我見到佢地好 幫忙仲要搵專人去幫我去拎返盒生果比我。 我拎番個時貢係差啲 啲眼淚流出來! 可能係佢地來講係工作一部分,不過對我來講頁

止





#### Level Kids Dubai

Karen's Story - Mother's Day Campaign 2017 Dubai, 2017

In collaboration with Rob & Co

#### **Project Objective**

Create a standout Mother's Day campaign video of Karen Wazen Bekhazi, a prominent Lebanese socialite and influencer who has over 1 million followers on Instagram.

#### Concept

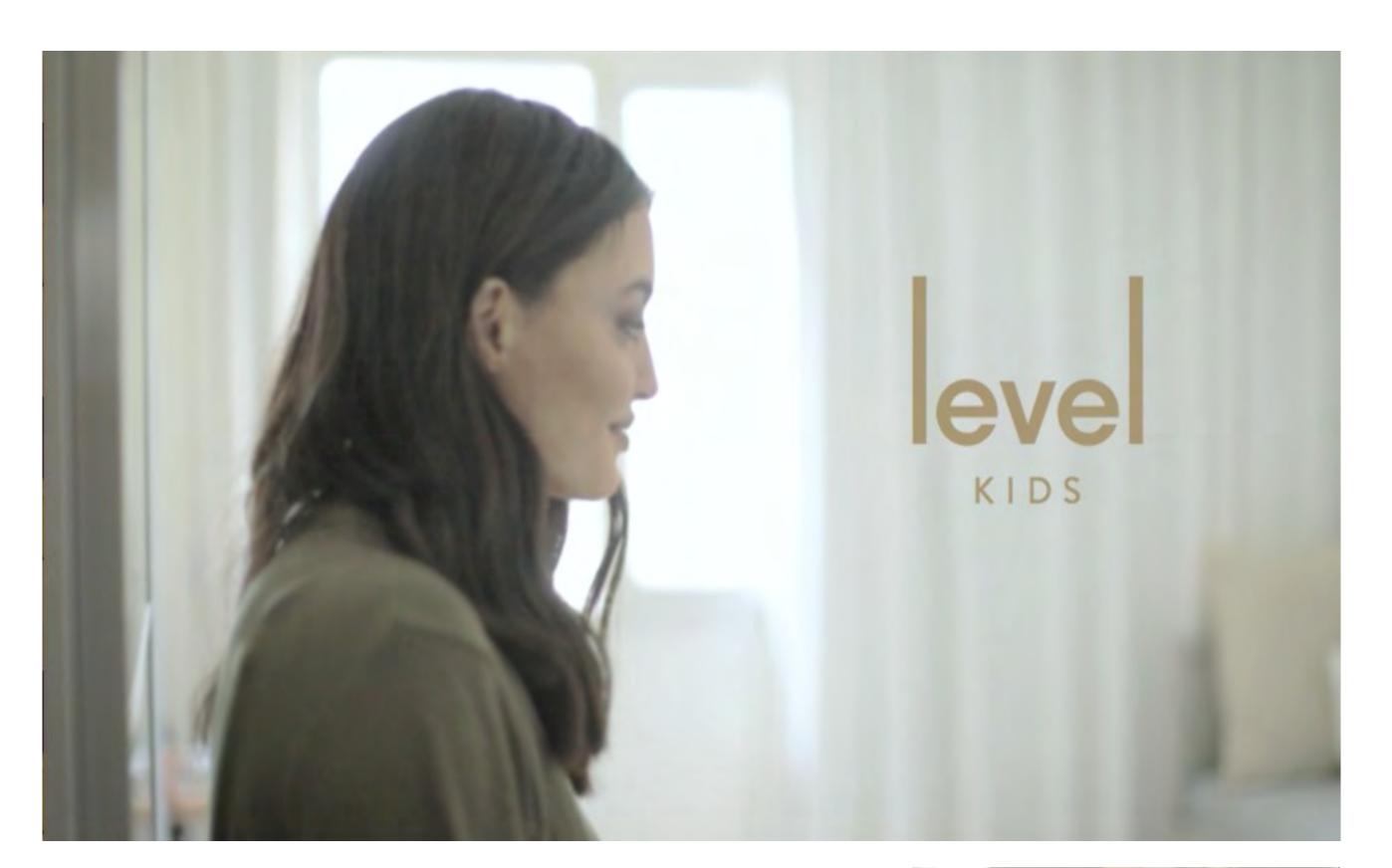
The campaign was for Dubai's luxury kids wear brand, Level Kids. The aim was to capture Karen's most heartwarming story in her own words about the relationship between her and her mum as well as her aspirations as a mother herself. The campaign was shot on location at Karen's house in Dubai.

#### Role

- Script writer and content developer
- Extracting the story
- Rewriting the story into script format Shot selection and story board
- Mood and tone of shoot
- Voice coach

#### **Creative Direction**

- Overall look and feel of campaign
- Consult on edits







Total Impressions over 530.6K Instagram & YouTube

# Case Studies

The following case studies are specific to the following areas

- Brand Development
- Brand Repositioning
- Brand Strategy

#### **OVNU TECH**

Hong Kong 2021

#### **Product Development & Brand Strategy**

#### Overview

OVNU offers personal tech cleaning products and wanted to elevate their brand to include a line of scented products.

#### **Strategy**

I developed their first line of scented products using essential oils to revitalise and calm and continued to consult and develop a brand and product strategy that included more lifestyle opportunities outside of the working environment to help build their brand. I continued to advise on partnerships, product types and categories to help improve brand awareness.

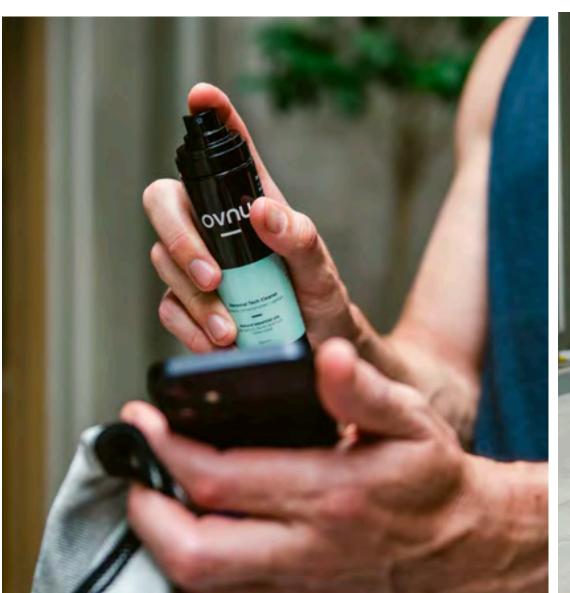
#### Results

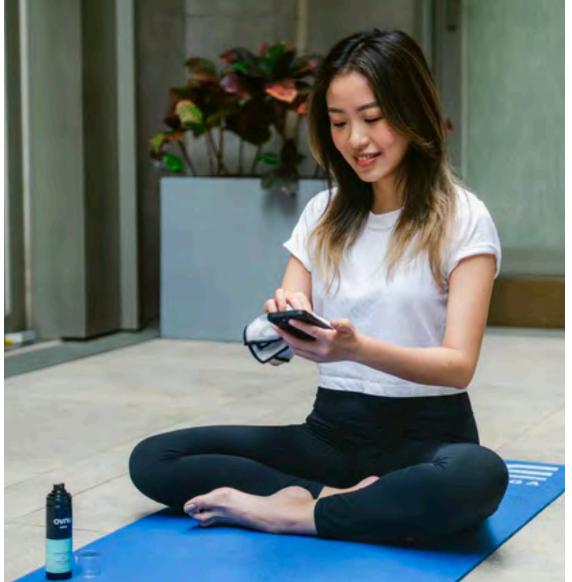
- Revenue up by 43% and growing
- 22% increase in partnerships and contracts across Hong Kong
- New product bundles and refills

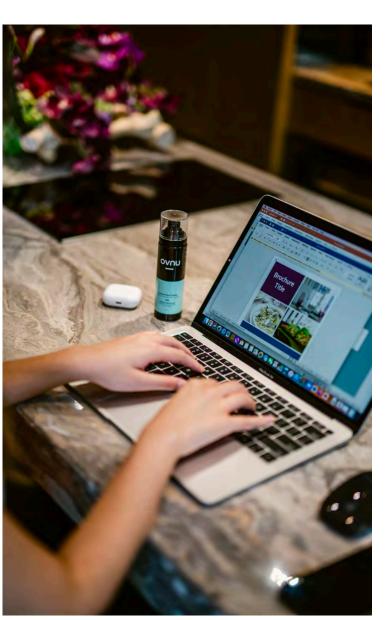












#### The Speech Coach

London, UK 2018-2020

Brand Strategy, Development & Business Development

#### Overview

The Speech Coach came from a desire to work in a non-clinical environment, working with individuals across all professions for personal and professional development in all areas of verbal communication.

#### Strategy

- A clean brand identity that is simple, easy to understand and is approachable
- Using black and white across all messaging including pitch presentations, external posts and photography
- Developed a very open, sincere and approachable Tone of Voice, no jargon and no hard sells
- Pivoted The Speech Coach to an online virtual format
- Developed a strong communication plan including social channels,
   B2B & B2C strategies to increase business opportunities
- Consulted on ongoing pitch and marketing documents
- Consulted on business development strategies and forecasting

#### The Result

- A 50% increase in business and clients including retainer clients
- High calibre clients across the UK, Europe, Middle East, Africa and Asia

66

# SPECH

SPEECH · VOICE · DISCOURSE

99

#### The Perfume Studio Hong Kong

Hong Kong 2015 - 2021

Brand Strategy & Development for HK Market Brand Revamp & Repositioning for HK Market

#### Overview

The Perfume Studio is a UK based company with franchises in New York and Hong Kong. In its initial start up years in Hong Kong, the UK branding was being utilised for cohesiveness but it wasn't 't resonating with the Hong Kong demographic.

#### **Strategy**

Keeping the logo as is, the brand collaterals were rethought to appeal and adhere to a more Asian sensibility.

- Changing the colour palette from red to pastel to be softer and more gentle
- An approachable Tone of Voice, uncomplicated and easy to understand by the local demographic
- Development of collaterals including
  - Softer, curvy font face for collaterals
  - Collateral design that reflected the vapour of a scent
  - Lai See packet inspired certificates
- Social media strategy

#### The Result

- A 45% increase in business and clients
- Workshops for L'Oreal APAC, Personal Branding at JP Morgan's Women's Association and Brand partnerships with Avec Amour Hong Kong
- Partnership with Spoilt Hong Kong

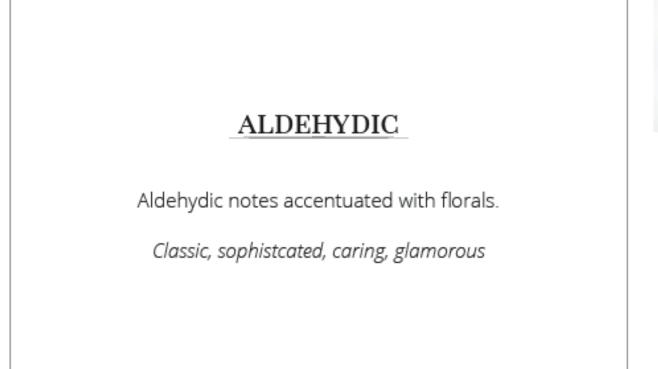


### The Perfume Studio Hong Kong

Hong Kong 2015 - 2021









#### **LORE Live Creative Agency**

Hong Kong 2019 - 2020

Brand Revamp, Strategy & Development

#### Overview

LORE Live is an experiential and immersive creative agency, known as hong Kong's best kept secret in the agency world, the global pandemic meant that the agency had to make a solid online appearance to support the changing landscape of the event industry.

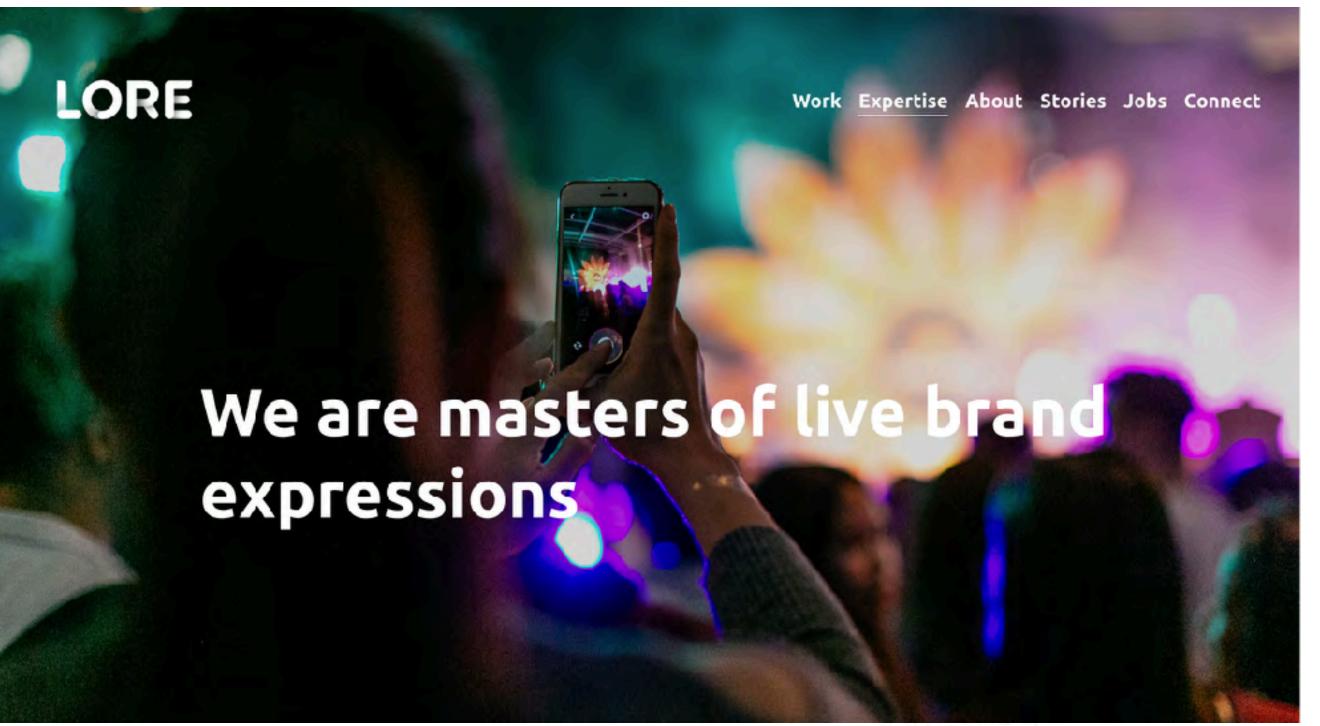
#### **Strategy**

Keeping the brand story of LORE unchanged, the website was developed and created to showcase the diversity of work and depth of creativity within the agency.

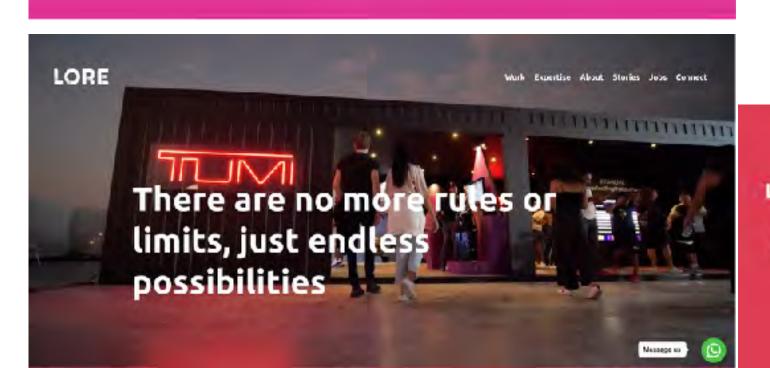
- Utilising the vibrant the colour palette across the website, business stationary and presentations
- Using the original brand story to refresh the brand for the current marketplace
- A light, energy driven, punchy Tone of Voice for the APAC region
- Marketing & Social Media Strategy

#### The Result

- An increase in traffic by 35%
- An increase in project requests by 30% and growing
- Media interest in the agency and the MD resulting in business media articles (in progress)



We specialise in creating unique live experiences, virtual events, multi-brand collaborations, rich content, talent management, technical and logistical complexities and everything in between.



We cater to 'Any'

Qui service offerings are designed to make your brand sing through wellinformed content strategy, research backed design, and forward thinking execution. We'll help tell your story to your targeted audiences and compechemic act.

Any Location	Any Format	Any Audience
Ryta Hert SIAc	REPRESENTATION AND ADDRESS OF THE PERSON ADDRESS OF THE PERSON AND ADDRESS OF THE PERSON AND ADDRESS OF THE PERSON ADDRESS OF THE PERS	Consumers
Countries & Popies Spiers	Continue	PORT 4
Stednero Crestine	Vitto	Crowne
Convertors Examiner	Lyc (Constitute)	Filtre
Hote Medinissi, Estiment	Lauren & Cideovictorii	Wiles



LORE is an independent, creative experience agency. We conceive, manage, produce and stage award-winning stories and communications for brands and companies tailored to their audiences.

# Awards

Awards won for projects from 2015 to 2020.

All LORE awards entries from 2018 onwards have been written by me.

## Awards

#### **Luminous Experiential MSLGROUP, Hong Kong**



2015 Agency of the Year Awards
Event Marketing Agency of the Year
Bronze

#### **LORE Live, Hong Kong**



Retail In Asia Best Retail Experience Awards 2019

TUMI Lodge

Best Store Experience Lifestyle Pop Up

#### Luminous Experiential MSLGROUP, Hong Kong



Stevie Winner 2016

Award for Innovation in Consumer Events

Boutique Boulevard Campaign 2015

Silver

#### LORE Live, Hong Kong



Marketing Event Awards
TUMI Lodge 2019
Silver - Best Pop Up

#### Luminous Experiential MSLGROUP, Hong Kong



2017 Stevie Winner

Award for Innovation in Consumer Events - Advertising,
Marketing, and Public Relations
HEINEKEN "Shape Your City" Campaign
Gold

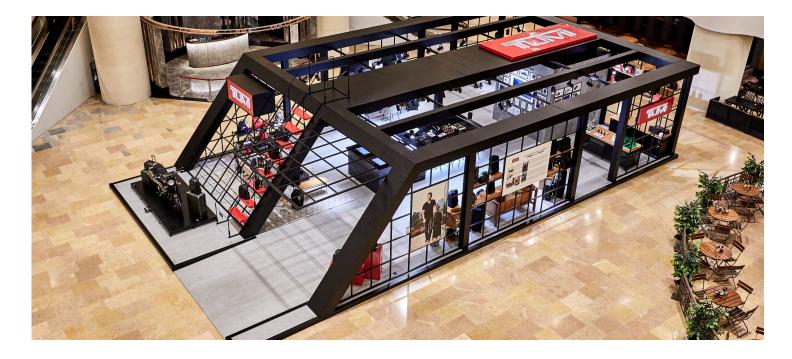
#### **LORE Live, Hong Kong**



Agency of The Year 2019
Event Agency of the Year
Bronze

## Awards

LORE Live, Hong Kong



MARKies Awards 2020

TUMI X Chris Pratt @The TUMI Loft DNA Campaign Silver – Best Idea – Public Relation

LORE Live, Hong Kong



LORE Live, Hong Kong



Agency of the Year 2020

Best Client Agency Collaboration, TUMI HK Silver

#### Marketing PR Awards 2020

TUMI X Chris Pratt @The TUMI Loft DNA Campaign

Gold – Best Use of Technology

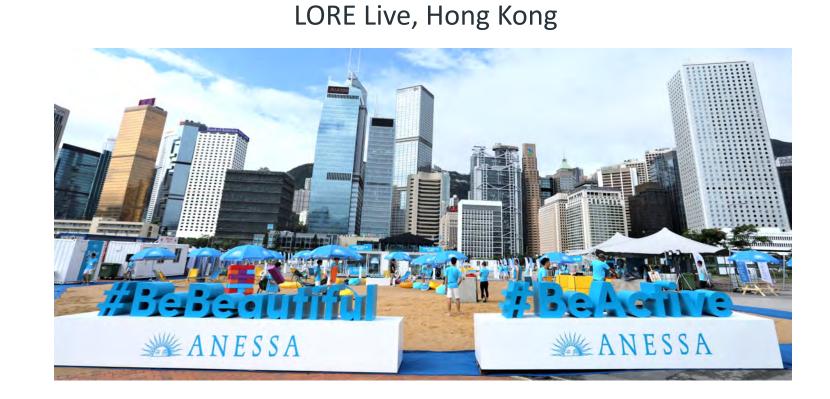
Gold – Campaign of the Year

Silver – Best PR Campaign – Consumer Brand

Silver – Consumer Brand

Bronze – Best Promotional Campaign

Bronze – Best PR Event



#### Marketing Events Awards 2020

Anessa Sun City Fest 2019 Gold – Best Event – Health & Fitness

# A little slice from the B side...

# Speaking Engagements



#### **TEDx Youth**

Theme - Change

HKIS, In April 2016 I was approached by seniors from HKIS to collaborate with friend on a TED x Youth talk on change.

Beautiful Mess

What followed was a spoken word piece that I wrote that was choreographed to and filmed as part of the presentation.



PECHA KUCHA Hong Kong 2019
A Little Slice From The B-Side

I was invited by the committee to talk about my career to date, what inspires me and drives my creativity at Hassell Studio's Hong Kong. The result was a well received presentation titled, A Little Slice From The B - Side.



Webinar - Garage Society APAC Hong Kong 2020

I was invited by Garage Society to speak on The Future of Brand Experiences at the height of the Covid-19 Pandemic in Hong Kong. The panel was with fellow creative agency in Shanghai and good friend, The Orange Blowfish.

# Speaking Engagements

66 Your brand attitude - keep 39 it simple, consistent & cohesive - the rest is a domino effect.



Bhavini Raval Experiential Strategist, b&co

0 0 0

Brand Authenticity: Getting clear about your business & brand message

Learn more in my panel discussion with Garage Society 30th March 7-8pm HKT | SGT 12-1pm CET





Webinar - Garage Society APAC Hong Kong 2021

I was invited back by Garage Society to speak on the topic of Brand Authenticity for members across the APAC region, the panel was with fellow creative, Ingrid Lill from Denmark and Fran Oldfield, Regional Brand Director for Garage Society.

## Publishing

# #myvoice Volume 3 Chapter 2 "Beautiful Mess"

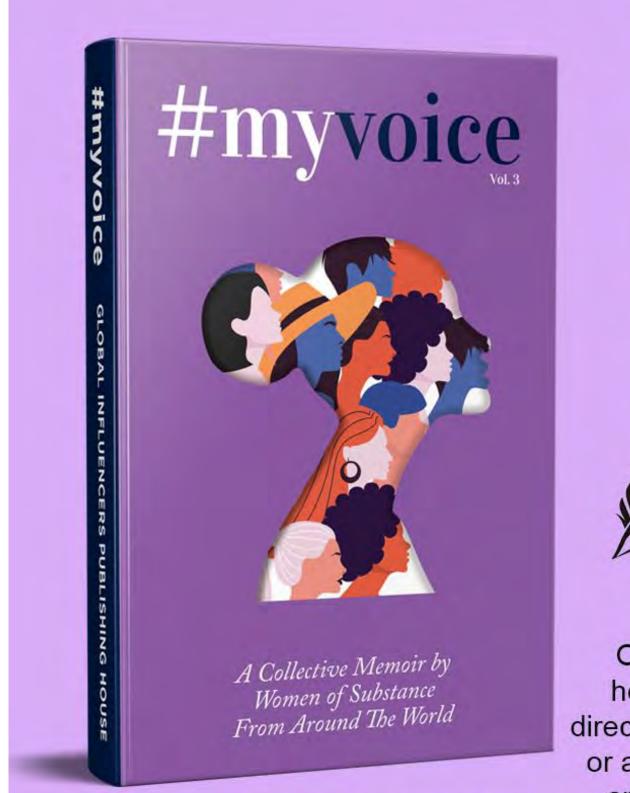
Global Influencers Publishing House Hong Kong & London 2021- 2022

I was invited by Global Influencers Publishing House to coauthor and contribute a chapter as part of the #myvoice Volume 3 collection.

My chapter, "Beautiful Mess" looked back at how the pandemic had impacted my life over the course of 18 months.

Volume 3 became an Amazon Best-Seller for 2 months in early 2022 shortly after its world-wide release.

Beautiful Mess is an on-going project with a podcast of the same name due to for release in early 2024.



FOR MORE DETAILS GO TO:

WWW.GLOBALINFLUENCERS.SG

Global Influencers
PUBLISHING HOUSE

HTMYVOICE
VOL 3

A COLLECTIVE MEMOIR

A COLLECTIVE MEMOIR
BY WOMEN OF SUBSTANCE

Originally from London, Bhavini Raval has called Hong Kong home for 15 years. A hybrid creative, she has been a creative director, actor, director, producer, writer, and educator at some point or all simultaneously. A connector of people, a lover of travel, pop and street culture, and has a deep appreciation of the creative industries, arts, and music.

CO-AUTHOR



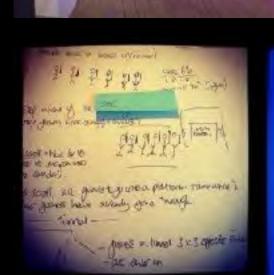














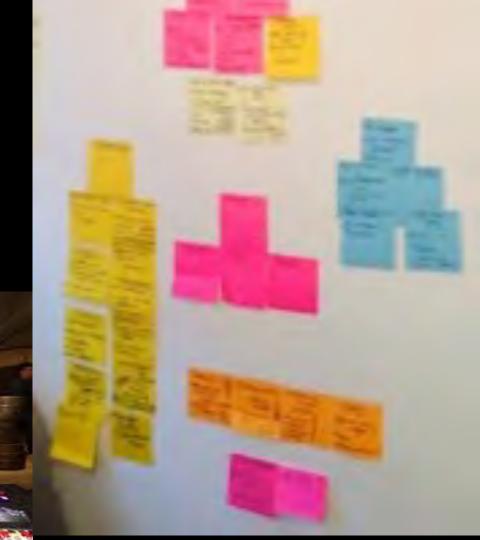












"The adventure continues.."

bhaviniraval@gmail.com

07341 975760