



# Cam Northway

GLOBAL ENTREPRENEUR – SWEET&CHILLI AUST, NZ & LA  
CHEF'S HAT RESTAURATEUR – ROCKER BONDI | GUNMAKER'S LONDON

[www.sweetandchilli.com](http://www.sweetandchilli.com)

# Biography

---

Cam Northway is the founder and Managing Director of Sweet&Chilli Aust, NZ and LA, as well as the co-founder of Chef's Hat Bondi bar and restaurant, Rocker. His ventures also include the soon-to-be-launched online home delivery business, Cocktail Porter, and being part owner of a London pub.

For the past eighteen years, Cam has immersed himself in the world of hospitality, including international experience working in multiple awarded restaurants and bars, along with major brands such as Diageo, Pernod Ricard, Bacardi, Red Bull, Schweppes and Hyatt.

Cam suffered an injury at the age of 18, which saw him place his aspirations for a career in sport on hold, and he took on a job working as a barman. It didn't take long for Cam to "fall in love" with the world of hospitality, and after building his experience in his hometown of Perth, Western Australia, he left at 24 for the bright lights of London. Cam successfully applied for a job at Sweet&Chilli UK. This was a game changing experience for Cam, as it quickly accelerated him from being a hospitality professional to a Business Manager.

The experience saw him working all over Europe, producing unique food and beverage events and servicing some very high profile clients, including The Rolling Stones, Kanye West, Kate Moss and Prince Harry.

In 2011, Cam moved to Sydney and launched Sweet&Chilli Aust and NZ.

Through technology, experience and passion, Cam now employs 85 full-time staff, along with several hundred hospitality professionals on the database and a further 10,000 hospitality professionals being trained each year. You will find their promotional brand ambassadors in Aust and NZ international airports, as well as in bars and at events across both countries. In 2016, Cam successfully launched Sweet&Chilli LA, where he visits six to eight times per year.

Having achieved turnover in the millions in a short space of time, Cam is now looking to expand across Asia and will launch his online venture, Cocktail Porter in early 2018.



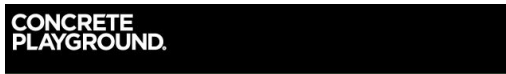
# Media Coverage



**IDEAS**  
Here's how many hours of sleep these Australian CEOs get each night



**Cam Northway, CEO and founder Sweet&Chilli: 8 hours**  
Working in the hospitality industry for over 15 years, with long days and late nights, I've definitely grown into a night owl. I do think sleep is important and I aim for 8 hours sleep a day otherwise I don't feel too functional throughout the day.



FOOD & DRINK

## ROCKER

A new all-day Bondi coffee spot, restaurant and bar from Three Blue Ducks co-founder Darren Robertson.

AT HOME WITH ... CAM NORTHWAY

## Mover and cocktail shaker **Wentworth Courier**

**Angela Mollard**  
When Cam Northway says he lives in Bondi, what he really means is that's where he keeps his belongings. The co-owner of Bondi bar and restaurant Rocker — which has already picked up a chef's hat in the Good Food Guide — is so busy running his various enterprises he barely spends time at home. As well as heading up hospitality and events company Sweet&Chilli in Australia, NZ and LA, Northway also part owns a London pub and is about to launch a home-delivered cocktail service. Here the drink expert tells us what cocktail he'll serve at Prince Harry's wedding.

**What do you love about where you live?**  
I end up opening Describe your perfect Sunday? special place for me. It was a fun investment at the time and it's still going strong. I end up opening Describe your perfect Sunday? special place for me. It was a fun investment at the time and it's still going strong.

**What's on your bedside table?**  
I end up opening Describe your perfect Sunday? special place for me. It was a fun investment at the time and it's still going strong.



HOME ANTHILL MAGAZINE EVENTS & AWARDS ANTHILL ARMY ABOUT US SUBSCRIBE

Here are six tips on how to stand out from the crowd and quickly increase sales

By Cam Northway - Nov 23, 2017

## DYNAMIC | BUSINESS

HOME NEWS ENTREPRENEUR START-UPS SMALL BUSINESS

### WE DOUBLED OUR STAFF OVERNIGHT: HOW TO MANAGE AN EXPLOSION IN BUSINESS GROWTH

BY CAM NORTHWAY / ADVICE, ENTREPRENEUR, FEATURED / 08 JAN 2018

Like 11 Tweet 9 Share 35 Google+ 0 Email 0

Businesses often experience growing pains when their success requires them to expand their workforce. If not managed well, the business can be held back by inefficiencies, costly mistakes, existing employees leaving and clients feeling the stress.

However, it is possible to grow in a way that brings your team and clients along for the journey and encourages long-term growth, rather than a short and unsustainable spike.



### What do Australia's best restaurants and bars have in common?



#### Consistency

Consistency is key and applies to all areas of food and beverage including - quality, size and style. The experience the everyday patron has must be the same as what would be served to a discerning food critic. With the popularity of social media, every customer has a platform to leave an online review, to recommend the venue and the ability to post photos of their meal to Facebook Instagram.



HOME NEWS VIDEOS IN FOCUS MANAGEMENT PRODUCTS MAGAZINE RLS SHOP Q SEARCH

### 4 technologies your hospitality business needs

29 November, 2017 by Hospitality Magazine

#### 1. Utilise an effective online booking system

An easy to navigate online booking system is a must-have for your hospitality business. A good system will offer an online booking platform that can integrate with your website and your restaurant's existing technology. Not only do these programs help customers make bookings, they also offer other useful features for restaurant owners. For example, Dimmi has the ability to generate reports that



### How I Succeeded: Sweet&Chilli's Cam Northway

Chris Jager Oct 27, 2017, 3:00pm - Filed to: Australian Stories



Image: Supplied

How I Succeeded is a regular series on Lifehacker where we ask business leaders for the secrets and tactics behind their success. Today: Sweet&Chilli founder and managing director, Cam Northway.

**Current gig:** Founder and Managing Director of Sweet&Chilli Australia and Los Angeles, co-founder of two restaurants and also founder of a soon-to-be launched business, Cocktail Porter.



Play > Out And About

### 9 Cocktails You Need To Try For Every Single Occasion This Christmas

whimn  
And they're seriously easy to make, too.

The food is easy, but what about the drinks? We asked Cam Northway, founder of Sweet&Chilli Australia and drinks consultant to everyone from Kanye West to Prince Harry for his recommendations.



MARK BOURIS HOME ABOUT VIDEOS SEND YOUR PITCH GALLERY BLOG CONTACT



## —man of many—

TECH FASHION RIDES LIFESTYLE



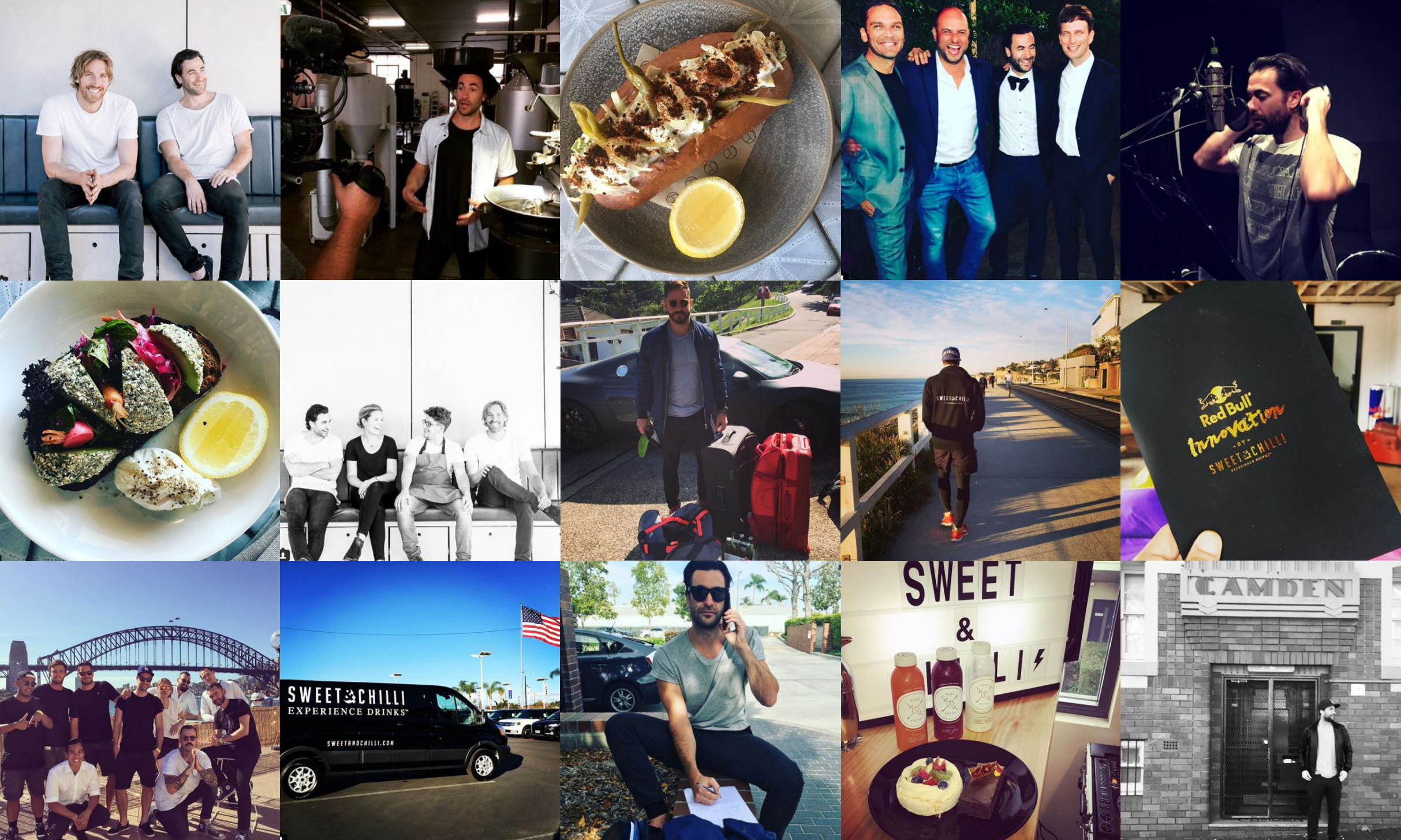
### Cam Northway Tells Us About His New Bondi Venue, Rocker

By Joe Cutcliffe in Food, Lifestyle on June 28, 2017

You may think that Bondi is already chock-a-block with great places to eat, drink and be merry, but that hasn't stopped smart cookie Cam Northway from opening up a seriously cool new venue in North Bondi.

Rocker is a café / restaurant / bar that caters to locals and visitors all day long, starting with coffee and breakfast in the wee hours and staying open late to sling top-quality cocktails and proper dinners.

We caught up with Cam to get the low down.



## Contact

---

For speaking engagements, brand collaborations, media interviews and rate cards, please contact:

Samantha Dybac – Managing Director, The PR Hub

samantha@theprhub.com.au | +61 411 251 373 | 3/63 William Street, Darlinghurst 2010 NSW Australia