**Global Board Level Executive/Partner level Management Consultant**

Accomplished Executive with 20 years experience in Global consulting, management and Non Executive Director roles. Portfolio career since February 2011 undertaking consulting, interim and non-executive roles. Exceptional track record in developing and implementing strategy, building P&Ls, undertaking acquisitions, developing innovative business models and turning around business performance. Exceptionally driven, committed and results focused - proven ability to lead and operate at Board level.

**Areas of Impact**

**Growth & Strategy**

* Developed global business strategies to identify new growth opportunities.
* Identified, negotiated and led acquisitions to accelerate growth. Completed many initial due diligence processes and post-merger integration across several markets.
* Led country specific turnarounds to reposition businesses/brand in a particular market and take greater market share.

**Marketing, Customer & Business Development**

* Established a companywide Brand, Marketing and Communications strategy for a 30bn turnover organisation with an aspiration for 50bn.
* Developed and implemented a global customer strategy, repositioning customer in the organisation, included value case, case for change and implementation plan.
* Developed and led a top customer accounts program to expand existing business covering account strategy, sales, marketing and account partner development. Optimised profit margins by over 20% and reduced cost of sale by focusing on fewer accounts.

**Financial, Operational & Risk Management**

* Built and managed multi country P&Ls in excess of $500m.
* Managed budget and delivery of a portfolio of programs in excess of £500m.
* Non–executive directorships including commercial, operational, strategic, mentoring advice and compliance issues.

**Sales Effectiveness**

* Designed and developed SaaS, revenue licensing models from patents/IP and services.
* Designed and implemented sales program designed to improve win rates, expand profit margins and improve customer acquisition and retention.
* Consistently exceeded own personal sale targets, created environment for teams to succeed.

**Transformation**

* Successfully designed and led multi million dollar programs of complex structural, cultural and technological change across organisations.
* Coached organisations through complex transformational change.

**Leadership**

* Visionary leader with proven ability to engage peers and teams at all levels. Executive and Non-Executive Director roles.
* Advised and coached Boards and Leadership teams on company direction, including turnarounds, in-organic growth and market changes.
* Built and led international teams to impact revenue, signings and profit, used to leading in complex international matrix organisations where a high degree of influence is required.

**Positions Held – Portfolio Career**

**Strategy & Innovation Executive/Global Customer Lead** National Grid **Nov 2015 – Current**

* Developed and implemented a System Operator strategy, innovation and insight function and built a team to deliver. Built a portfolio of projects aligned to business value including development of a 5-year strategy.
* Created a global customer strategy including value case, case for change, immersion events and implementation roll out. Repositioned customer in the business.
* Created a new business venture aligned to significant growth opportunities. Built a start-up business to develop opportunities and supporting vehicles e.g. lean start up methodology, hakathon, commercial partnerships.

**Board Advisor** Confidential (Cyber security business) **Aug 2015 – Oct 2015**

* Preparing the company to support a major funding round (c.50mUSD) to support early adopter testing, systems Integrator strategy and scale-up.

**Global Strategy & Organisation Design Executive** EY (Ernst & Young) **Feb 2015 – July 2015**

* Developed a new Global consulting organisation design for a Strategy, Cyber, Digital and Analytics IP based consulting business, by sector. Worked across the Partnership to build buy in to the new model.
* Developed a corporate strategy and implementation roadmap for Global Advisory to achieve business objectives.

**Global Brand, Marketing & Strategy Executive** EY (Ernst & Young) **Nov 2013 – Feb 2015**

* Established a new global function for EY – Integrated Strategy, Planning, Insight and Measurement.
* Drove business strategy, planning and budget alignment to set out one and three year plan for growth across 170 countries, 28 regions and 4 areas.

I**nterim CMO** Massive Analytic (big data company) **March – Aug 2013**

* Lead the company to secure first major funding round.
* Developed and executed on early stages of strategy.

**Board level Advisor, Global Growth & Strategy** Accenture/Microsoft **Aug 2011 – Mar 2013**

*(Responsible for 22 geographic markets - Based in Seattle and London, with significant travel)*

* Built acquisition strategy for Europe, Africa & Latin America.
* Identified and expanded into new markets and segments.
* Developed and implemented customer account strategy to achieve double-digit growth.
* Drove business strategy and planning process to set out three year plan for growth.

**Executive Advisor, European Strategy** Visa Europe  **Feb 2011 – July 2011**

* Developed mobile and contactless banking strategy and transformation approach including inorganic growth options.
* Led significant portfolio of programs to ensure quality of deliver and solution for customers.
* Developed a set of business priorities aligned to corporate objectives. Established mechanism for portfolio planning to ensure prioritisation of opportunities.

**Positions Held - Corporate Career**

**Global Executive, Strategy and Market Development – Growth Markets** IBM  **2008 – 2011**

*(Responsible for 140 geographic markets - Based in Czech Republic, UAE and Brazil)*

* Led business strategy; analysed market and competition, drove strategic planning process.
* Developed and implemented geographic expansion strategy – expanded to 14 new markets.
* Led 520m$ P&L for top customer accounts driving sales and growth, pipeline management and account leader development.
* Turnaround of Latin America business to re capture market share, organic and inorganic growth path.

**Global Executive, Corporate Strategy and Market Development - EMEA** IBM **2007 – 2008**

*(Responsible for 35 geographic markets - Based in London, Austria and Germany)*

* Defined and implemented new business growth strategies to drive growth including M&A.
* Led business planning for approx. 3.5b$ business, including market and competitor analysis.
* Established new growth markets business - created new operating model.
* Created a 2.5b$ account focus for growth program to develop expansion of top accounts.

**Executive, Strategy & Change Consulting EMEA** IBM  **2006 – 2007**

* Business development, strategy and transformation lead for multiple client engagements spanning consulting, systems integration and business process outsourcing.
* Service Line, Industry and Global Account Leadership roles.
* Exceeded yearly utilisation/signings targets (10m$).

**Senior Director, Strategy & Change Consulting EMEA KPMG**  **2003 – 2006**

* Business development leader – achieved sales and delivery target (10m$).
* Business strategy and transformation design lead for multiple client engagements.

**Senior Consultant – Senior Director** Various **1997 - 2003**

* Strategy Consulting positions.

**Positions Held - Non-Executive Directorships / Advisory**

**Advisory** Earthmiles (Health software) **Oct 2015 – March 2016**

**Non-Executive Director** Curb (Health software) **Oct 2013 – Oct 2014**

**Non-Executive Director / Advisor** Apptual (Innovation software/service) **Oct 2013 – Oct 2014**

**Non-Executive Director / Advisor** Massive Analytic (Big Data software) **Nov 2012 – Dec 2014**

**Education & Qualifications**

Associate Fellow British Psychological Society (AFBPS), Chartered Organisational Psychologist (C.Psychol), MSc Organisational Psychology, BSc Psychology (2:1)