CURRICULUM VITAE

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A strong, well-connected and respected leader with over 20 years of experience in the banking, wealth management and intermediary sector. A proven track record in building businesses from the bottom up as well as leading global distribution top down. Scale leadership with responsibility for product design and manufacture, sales and distribution as well as provision of advisory services.

Highly experienced in both wealth structuring and private banking, having the ability to lead strategically with propositions built around the client. An articulate manager capable of motivating and leading large diverse teams, managing in both a direct reporting and matrix management structure across both the UK and International locations.

Previously authorised and regulated for CEO control Function, CF1, Significant Management CF29, as well as CF3 and CF30.

Moneysmith **2013 - present**
Owner

Moneysmith assists organisations that wish to establish, enhance or adapt their wealth management proposition, distribution infrastructure and client engagement.

Regulatory change, cross border regulation and the increasing demands of clients are constantly challenging existing business models. Providing multi channel access, embracing technological engagement and improving distribution are areas where Moneysmith helps organisations.

- Product and proposition development
- Digital delivery
- Platform technology
- Client engagement
- Distribution infrastructure.
- Regulatory change and review

Distribution Technology **2014 - present**
Member of the Advisory Board

DT is an award-winning provider of risk profiling, financial planning and front office wealth management solutions to financial services companies. DT reduces the cost and risk of high quality wealth management and financial planning based relationships.

Over 6,000 advisers from more than 600 firms now use DT's Dynamic Planner to profile, plan and manage their clients. Thousands of consumers use our technology each month via our clients' d2c or corporate solutions.

Barclays Wealth and Investment Management (BWIM) **2008-2013**
Managing Director

- Head of Wealth Advisory (UK) – responsible for developing a national UK financial planning and advisory business, providing advice to all clients from core to UHNW. Owner of UK strategy, implementation and P&L. Annual revenue of £46M, direct team of 120 front and second line staff.
- Head of Global Insurance – responsible for product design, prioritisation and distribution across Asia and EMEA. Recruitment of globally located teams delivering wealth structuring, tax, trust and insurance solutions to clients.
- Member of European Private Bank and Global Wealth Advisory management committees.
- Head of UK based product development and governance teams.
- Head of UK trust company, product development and distribution.
- Management responsibility for Barclays business development teams (2009-2011) across Barclays PLC and externally. Bringing together group opportunities, collegiate working and delivering an enhanced client experience.
- Member of Barclays group Senior Relationship Management team, responsible for coverage of top 10 global insurance companies, developing strategic business relationships and opportunities. £1BN of group revenue driven from these relationships.
- Management and supervisory responsibility for dedicated banking, credit and mortgage teams within the UK Private Bank. Developed telephone advisory services and proposition for UK clients.
- Selected for Barclays group top talent programme in 2011.
- Established in house training academies to train next generation of advisors, ensuring constant pipeline of talent, succession planning and significantly reducing external recruitment costs.
- Business sponsor for global graduate training scheme across BWIM.
- Subject matter expert for Barclays Direct digital development – redefining future delivery of advice to Barclays retail clients.

UBS Wealth Management **2004-2008**
Executive Director

- Head of UK Affluent proposition. Developed segment from startup to operate alongside existing HNW and Key Client segments.
- Head of Financial Planning Teams.
- Direct management and supervision of Private Bankers. Established sector specific coverage teams providing full financial planning, wealth structuring and private banking advice to investment bankers, professionals and FTSE executives.

Scott Goodman Harris (SGH) **1998-2004**
Partner

- Founding member of the SGH partnership.
- Startup business designed to provide tax and financial planning advice to London City based executives and corporate entities.
- Business profitably grown over 6 years into a team of 70 client facing and administrative personnel.
- SGH was sold to UBS who wished to enhance their UK client offering by fully integrating our services.

AXA (Sun life) Corporate Services **1997-1998**
Director

- Corporate Services was a niche operation within Sun Life established to provide advisory services and products to London City based high net worth clients.
- After a period of time we left to establish Scott Goodman Harris, backing our own abilities to start a new business.

Scottish Widows – Direct Sales **1994-1997**
Advisor

- Provision of financial advice to private clients who chose to deal direct with Scottish Widows.

Royal Navy **1984-1994**
Lieutenant – Fleet Air Arm

- 3000 hours flying Seaking HASV
- Qualified Search and Rescue Diver

Education

- Manchester Grammar School - Scholarship
- Portsmouth Grammar School - O and A Levels
- Britannia Royal Naval College - Aeronautical Engineering and Strategic Studies