**ROBERT GRANT**

NON-EXECUTIVE DIRECTOR

PROFILE CONTACT

Manchester, UK

An ambitious, pragmatic and collaborative Business Leader with 20 years’ experience developing and delivering profitable growth strategies. Contributing advice to boards across sectors. Focused on the understanding and prediction of business problems before they become issues.

Successfully crafting synergies between overall strategy, vision and employee engagement. Personal credibility through understanding business opportunity, priorities and stakeholder management.

SKILLS

07894 254 922

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**||** STRATEGIC GROWTH INITIATIVES **||** STAKEHOLDER ENGAGEMENT **||** P & L GROWTH **||** RISK MANAGEMENT **||** PROGRAMME MANAGEMENT **||** LEADERSHIP & COACHING **||** SALES & MARKETING **||** MERGERS & ACQUISITIONS **||** SUPPLIER MANAGEMENT **||**

BOARD ROLES

**Non-Executive Director & Board Treasurer**,

Village Greens Community Co-operative Limited

* Delivered a turnaround to a profit-making business, enabling reinvestment and proposition development.

**Lead Director and Marketing Director (Board Member)**,

Radcliffe Market Community Benefit Society Limited

* Led the development of identity, purpose and regeneration of a marketplace and town centre to drive civic pride in Radcliffe. Additionally, responsible for function and management of board.

**Board Member**,
Executive board level roles for subsidiaries of large complex organisations; MD for Royal Mail Courier Services Ltd, Associate Director Marketing for Bank of Scotland Asset Finance and Capital Bank.

PROFESSIONAL IMPACT & HIGHLIGHTS

* Turnaround of community owned retail business from 3 years of loss to consecutive years of profit. Ensured strategic direction, accountability and resources were in place, ensuring ownership of sales and gross profit as key targets, achieving 2 consecutive years of net profit. Reviewed and changed existing business organisation. Allowing investments to be made into new strategic initiatives.
* Regeneration of Radcliffe Market as Board Director. Led on Branding, Identity and Marketing as board director. Relaunched a new market offering driving pride and prosperity for the market and town. Additionally, ensured effective and efficient board operation as board advisor, creating accountability and focus on delivery against strategic plan.
* Mentor and Coach to MD of IT company. Re-focusing leadership team and ensuring a clear line of sight to company goals, allowing MD’s time to focus on business strategy, leading to the creation of new leadership team roles and a stronger focus on product development and delivery.
* Delivery of strategic plan, development of existing sameday business, acquisition of leading competitor. Developed a £65m pipeline for further regional Acquisitions. Management of stakeholders across complex organistation. Leading teams through transformation and change. Retaining double digit EBITDA and spurring a growth from £4m to £25m.
* Produced £3.6m profit against breakeven target for Paralympic gold medal stamp programme. Sought out to deliver the unplanned and under resourced programme at short notice, made a significant impact through leadership, planning, execution and delivery.
* Worked as part of the team delivering plans for the merger of 3 offshore businesses in the Channel Islands during the merger of Lloyds and TSB. Engaged with key stakeholders to establish the existing situation, opportunities and barriers as well as ensuring ownership of task amongst senior leadership team.
* £95m plus incremental revenue during roles in RM Sales, delivered through leading teams and collaboration.

EDUCATION

**ILM7 Post Grad Coaching and Mentoring**, University of Salford

**Management Acceleration Programme**, Oxford University, SAID Business School

**Post Grad Diploma Business Management**, Nottingham Trent University

**Bsc. Mathematics for Management**, University of Brighton