

An independent Non-Executive Director with an MBA, Board, strategic and operational experience and a sustained record of success in both FTSE 200 and SME business-to-business companies. Paul has to date invested in eleven SMEs and is an expert in assisting companies to raise funding as part of delivering a growth strategy. Seeking further Non-Executive roles in the Midlands and South of England.

KEY SKILLS

Board experience: Five years' experience as a Non-Executive Director.

Previously an Advisory Board Member and supported the Boards at Anglian Water plc and BPB Industries plc in planning roles.

Governance: A strong interest in Board governance and performance. Holds a distinction in the IOD Diploma in Company Direction.

Leadership and mentoring: A proven leader who can mentor and enable others to achieve their best.

Critical thinking and decision making: A strategic, but also pragmatic thinker, with skills honed over eight years in two FTSE 200 group strategic planning teams.

Financial and Investment: Previously has held profit and loss responsibility. In depth knowledge of how to raise funding for growing companies and an extensive network with Venture Capital, Business Angel and Crowd Funding networks.

Start-up and development of high growth businesses: Fifteen years of experience in advising SMEs on investment readiness and fund raising for businesses.

PROFESSIONAL CAREER

Non-Executive Director, Investor in eleven early stage companies, Consultant. **2012 to present**
trading as Paul Jenkinson Consulting Limited (www.pauljenkinson.com)

Member of The Association of Business Mentors (www.associationofbusinessmentors.org)
An experienced business mentor, having undergone training with the Association of Business Mentors.

ABBS LTD Director and investor www.advanced-blast.com **2014 to present**
ABBS has developed world leading active systems for protecting armoured vehicles from mine & IED blasts.

- Guided the CEO to raise over £2.75m of equity funding.
- Won a significant license deal with an international defence company.
- Ongoing improvements to Board Meetings.
- The Company valuation has risen from £2.5m to £10m over the last five years.

Active VTOL Crash Prevention LTD Director www.advanced-blast.com **2018 to present**
A spin off from ABBS Ltd, Developing patented technology which will mitigate helicopter and eVTOL crashes.

CAPTION DATA LTD Board Observer and investor www.captiondata.com **2017 to present**
Caption Data provides end to end industrial IoT solutions.

- A Board Observer representing Minerva business angel investors.
- The Company recently had a corporate investment from one of its international customers.
- The business is planning to reach £1m turnover this year.

SHADOW FOUNDR LTD Advisory Board Member and investor **Feb 2017 to Apr 2018**
www.shadowfoundr.com
A FCA Authorised equity crowd funding business, with an established business angel group.

- Influenced the formation and early development of the business as an Advisory Board member

UNIVERSITY OF WARWICK, CONNECT MIDLANDS **2006 - 2011**
An organisation that supports high growth companies to grow and find investment.

Regional Manager CONNECT MIDLANDS **2007 - 2011**
 Responsible for the delivery of two investment readiness contracts and six staff.

- Managed a team which delivered two investment readiness contracts in the East Midlands. Via a £1m annual budget, enabled £100m of equity, debt and grant investments into SMEs over a five year period.

Business Development Manager CONNECT MIDLANDS **2006 - 2007**
 Developed professional relationships, brokered professional support to entrepreneurs and organised events.

- Brokered 150 projects between SMEs and consultants to support companies raising funding.

BEER & PARTNERS LIMITED **2003 - 2006**
 Europe's largest business angel network, FSA authorised, with 1,700 investors and 60 professional staff.

Midlands Regional Director (and formerly Associate 2003-4)
 Responsible for the commercial development of the business in the Midlands region.

- Launched Beer & Partners in the Midlands. Developed relationships with investors, professionals, investors and entrepreneurs.

ANGLIAN WATER PLC **1996 - 2002**
Water, wastewater, utility contracting and property Group.

Regional Manager ANGLIAN WATER SERVICES LIMITED **2000 - 2002**
 Operational accountability for a £100m business unit, led 200 staff, via 10 direct reports, 2 million customers.

- Delivered a restructuring programme, identified and transferred non-core activities and staff to contractors and delivered financial targets.

Group Strategic Planning Manager ANGLIAN WATER PLC **1996-2002**

BRITISH GYPSUM LIMITED **1993 - 1996**
 Manufacturer of plasterboard, building plaster and other building products.

Business Manager Floor Screed
 Start-up and profit and loss responsibility.

- Led a start-up which brought novel self levelling gypsum floor screed technology to the UK. Raised £1m of corporate funds to convert a factory and launch the business. Employed 5 staff and trained contractors to install the product.

QUALIFICATIONS AND TRAINING

Adler Learning UK Leader as coach programme	2013
IOD The Role of the Director and the Board	2011
BVCA Foundation Venture Capital Course	2009
IOD Diploma in Company Direction – Distinction	2002
MBA Manchester Business School	1987 - 1989
BSc Joint Honours Civil Engineering & Economics	1981 - 1985

Interests include business angel investment, golf, travel, walking.