keithgrahamuk@gmail.com [www.core-businessconsultancy.co.uk](http://www.core-businessconsultancy.co.uk) 44 (0) 7498 064718 www.linkedin.com/in/keithwgraham

**Non-Executive Director**

Accomplished business leader with strong non-executive experience directing corporate governance and influencing business improvements. Strategic mind-set focusing on identifying business opportunities and improving underlying business performance specifically at board and senior management level.

Effective communicator; adept at delivering guidance to stakeholders, senior management, and board/committee members. Adept at accelerating organisational growth to meet operational and commercial goals. Record of assisting SMEs and entrepreneurs needing funding solutions. Publisher of leadership articles.

**Highlights of Expertise**

|  |  |
| --- | --- |
| * Corporate Governance
* Risk Management Oversight
* Financial Services Compliance
* Board Evaluations
* Strategic Planning
* Executive Coaching
 | * Organisational Change
* Team Recruitment & Leadership
* Process Improvement
* Commercial Awareness
* Compliance Oversight
* Board Remuneration
 |

**CURRENT NON-EXECUTIVE BOARD & COMMITTEE ROLES**

**Fiduchi - Oct 2016 to present**

Recruited to provide board support following aborted sale of the business. Drove process change by providing strategic and operational direction and expert advice to the stakeholders, specifically acting as a sounding board for the managing director.

Designed a new corporate governance framework to facilitate further growth. Provided executive coaching and led introduction of new executives. Currently involved with establishing a Board level remuneration structure in conjunction with external advisers.

Acting as chairperson of the risk and compliance committee as well as principal member of the nominations and remuneration committees.

**B G Romeril & Co - Apr 2012 to present**

Appointed as non-executive director of this family owned building supplies and retail home

interiors business with an overall turnover in excess of £20m, including an online UK business.

Principal role focuses on strategic issues and board/business performance. Also act as pension

trustee to provide guidance on the closure of a DB scheme.

**PREVIOUS NON-EXECUTIVE BOARD ROLES**

**Multiple Sclerosis UK July 2016 to July 2018**

This national charity was established in 1993 and is dedicated to empowering people with

multiple sclerosis to live life to the full. As my niece has this very debilitating disease,

joined MS-UK as a Trustee for a two year term and gained a wider understanding of how

this disease affects society. Principal role was to advise on corporate governance including

trustee board performance.

**WIC Limited Jan-2015 to Feb 2016**

WICL was an investment vehicle enabling UK residents to invest in energy projects. Appointed as non-executive Director for WICL together with various underlying companies. Key responsibilities were to provide oversight of internal corporate governance processes and controls on behalf of investors.

**CONSULTANCY ROLES**

**Golden Leaves Limited - Oct 2015 to present**

A commercial trust with assets in excess of £100 million. Appointed as Consultant and Project Coordinator focusing on trustee board performance, corporate governance, oversight of asset managers, establishment and oversight of investment vehicles i.e. regulated unit trusts and driving the implementation of measures designed to meet future regulatory requirements.

**Cavendish Management Resources - Jan 2015 to Nov 2017**

# CMR is the leading provider of funding and management support for small to medium-sized businesses and entrepreneurs . As Consultant Director, responsible for the provision of business advice, focusing on start-ups & SMEs. This advice included the drafting of business plans to take the business to the next level or alternatively, to assist the owner/entrepreneur to get his business ‘investor ready’.

**Core Business Consultancy - Aug 2011 to present**

Realising a long held ambition, Core Business was established by me in 2011 to provide a range of services, principally to the financial services sector and related sectors e.g. legal. These services have included project delivery, strategic planning, and corporate governance. Some thought leadership articles are available on the Core Business website. Two of the largest assignments are described below.

 **Client 1**

Based in London, acted a project manager for a large Swiss banking group who had acquired a substantial client book ( several thousand clients) from a US banking group. Responsible for the analysis and subsequent migration of these clients from the US Bank. This included top-level stakeholder engagement, regularly communicating with senior managers on a global basis together with responsibility for the management of legal teams. Initially, a full time role lasting just over 12 months, reducing over a further 12 months until the project was completed.

**Client 2**

As a result of the sudden departure of the Managing Director of a specialist financial services firm owned by a law firm, requested to act as interim managing director on a full time basis, with a mandate to review and restructure the business as necessary. This assignment included the full review of the operational processes, the implementation of a business strategy and the recruitment of a permanent MD. During this period of transition, was appointed to act as non- executive Chairman to provide guidance and oversight of the change process.

**EXECUTIVE EXPERIENCE**

**Close Brothers - Aug 2007 to Jul 2011**

Appointed as Managing Director of the Fiduciary Division consisting of three businesses based in the Channel Islands and the Isle of Man. Responsible for all aspects of business leadership and management including full operational control.

Key achievements

* Defined and developed the strategic direction of the business, meeting the long-term objectives of the business.
* Created a common operating platform, realising much needed synergies and

efficiencies.

* Successfully restructured and integrated three disparate business units and teams across three jurisdictions into one cohesive division including a restructuring for a potential sale.

**Bank of Scotland - 1999 to 2005**

Appointed as Managing Director, successfully resolving a large number of internal management, financial and regulatory issues. Thereafter, the implementation of a new strategy realised significant growth for the business. As a result of a change of strategy by the bank, all non-core businesses were to be sold and was requested to lead the sale process. The business was acquired by another financial services company and appointed as Managing Director of the combined companies. Thereafter, directly involved in the acquisition and integration of further various financial services businesses.

**EARLIER POSITIONS**

|  |  |  |
| --- | --- | --- |
| Chase Manhattan Private Bank | 1995-1999 | Chief Offshore Fiduciary Manager |
| Hill Samuel Private Bank | 1980 - 1995 | Director & General Manager |

**PERSONAL INTERESTS**

Enjoy writing, family, travel, dog-walking and adventure holidays.

**PROFESSIONAL ACCREDITATION MEMBERSHIP**

Society of Trust & Estate Practitioners

**TEMPORARY ADDRESS**

Ancient House Lodge,

Rue Au Cerf,

St Ouen,

Jersey, JE3 2AU

**PERMANENT ADDRESS (effective February 2020)**

4 Ayerswood,

Bursledon Road,

Hampshire,

SO30 0DF