

## Curriculum Vitae

Neil Russell Jones [MBA, BSc, ACIB]

I have over 40 years' experience of business and business issues, both in line roles, and as a consultant. I have a BSc and an MBA (Finance), and am a Chartered Banker, as well as having qualified as a Financial Accountant and I have worked in many sectors and with all types of business from start-ups through to established major organisations.

Over the course of my career I have been involved in several areas of relevance to this role including:

- **Strategy assessment and development** – I have carried out many assignments working closely with boards and management to review or develop strategies (*produced thought leadership pieces, papers and books on this subject*)
- **Organisational Change** is a major component of all programmes and I have been heavily involved in this aspect, both in terms of assessing change readiness, working with boards and executives to prepare them for the change and delivering change to the organisation (*book on Change*)
- **Risk** – as Head of Risk for a Merchant Bank I was responsible on a day to day basis for risk and credit and have subsequently worked with many organisations to assist them in assessing their risks, understanding risk appetites, formulating policies, and developing plans for mitigation (*wrote the text book on Risk for the IFS – further Risk book forthcoming*)
- **Organisational transformation** has been the bedrock of my experience as a consultant and I have worked with many boards and senior management to help them analyse, synthesise, quantify benefits and then subsequently deliver transformation whether business, regulatory or systems driven

### Key extracts from my career:

Currently

- NED of a London Academy MAT, to facilitate turn-around and merger (pro-bono P/T)
  - Chair of Finance Committee
  - Liaising with DfE
- Special advisor to the **EU** on Second Banking Directive
- Requested by Gulf manufacturer to be acting CEO
- Special advisor to **EU** on Investment Services Directive
- Former CEO Misys Consultancy
- Board member Touche Ross Europe Services (Deloitte), Brussels, consultancy
- Wrote the Myners Report in Global Custody (for Paul, now Lord, Myners)
- Former Non-Executive Director of a transport company
- Non-Executive director for Staffline (pro bono - in early stages)
- Privatised the entire banking system in Tanzania – setting up three new banks
- Have worked with several boards on developing strategies
- Special marketing and strategic advisor for the **Prince's Youth Business Trust**
- Former Head of Risk and Credit for UK Merchant Bank

### Relevant Skills

- The ability to work at all **stakeholder levels** both internally and external – e.g. **regulator, governmental stakeholders, supra-national entities**
- **Effective communicator** – author of many books and papers (see appendix) – have led and facilitated many workshops and presentations, regular speaker at conferences, seminars
- Many years' experience of **working closely with board members** and facilitating discussions, workshops etc
- **Chaired conferences** and seminars etc.
- **Challenging** accepted shibboleths and guiding visionary thinking
- **Coaching senior staff**
- Many years' experience of **Portfolio, Programme and Project management**
- Have directed many assignments in **complex environments** both in the UK and also overseas

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### Sporting achievements (for interest)

- Black belt karate 2nd Dan (also senior at Judo, Tae-kwon-do and Aikido), UK kata finalist (6<sup>Th</sup>)
- Represented South Notts schools in swimming championships
- Barclays Bank squash finalist
- House Captain of rugby, swimming and cricket
- School Captain of swimming and chess

I have a very broad range of extremely senior level contacts (CEO, COO, CIO, MD, CFO/FD, CMO, HR etc.) who have been clients or colleagues. In addition, I have many contacts amongst Non-Exec Board members.

### Clients/contacts include:

#### FS

AA Insurance, Allianz, Admiral, Amex, AON, Axa, Aviva, Barclays, Bank of China UK, Bank of England, Britannia, British Business Bank, CHAPS, Chubb, Citibank, Coventry, Deutsche, Equitable Life, Esure, EU, Friends', FCA/FSA, FRC, GAN, Hibernian, HSBC, IMA, IPF, Lloyds/HBOS, Lloyds' of London, LV=, Masthaven, MBNA, MetLife, Nationwide, PO FS, Principality, Pru, QBE, RS&A, Rathbones, Reuters, Santander, Shawbrook, Standard Bank, StanChart, Standard Life, State St, SVB, Swiss Re, Towergate, Valedis, Wesleyan, Wessex, WorldPay, World Bank, Zurich, 7IM, many regional Building Societies and several European/International banks.

#### In other sectors

Boots, BP, Carlsberg, CISCO, DMA-Media, EMI, FIFA, HSS, JustEat, Nominet, Orbit, Primark, Scottish Power, Serco, SkyCorp, STV, Texaco, Thales, TUI, Unilever.

**Government/Supranational** – EU, UK Treasury, World Bank, Tanzanian Government, Slovenian Government, Serbian Government, Gambian Central Bank, FCA, Kazakhstan Energy Ministry.

### Other

- I am a regular speaker at conferences
- I have appeared on Radio (Today) and TV (SkyNews, BBC, ITN) as a Financial Services 'guru'
- Trustee for two Family Trusts
- Past-Treasurer for small charity

### Qualifications/Degrees:

**MBA**

**BSc**

Chartered Banker (**ACIB**)

Qualified as **Financial Accountant**

#### Current study

**PhD** (pre-emptive strikes)

#### Languages:

English (fluent), French (good), Spanish (fair)

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### Career Summary:

Current	Independent	
2011 to 2015	TCS	Client Consultancy Partner
2004 to 2011	Epona Consulting Ltd	CEO
2000 to 2003	Misys plc	CEO Management Consultancy Practice
1998 to 2000	Shreeveport	Director, Private Sector: Exec Board Member
1996 to 1998	PA Consulting Group	Director responsible for Retail FS
1990 to 1995	PwC	Strategic Performance Group, resp Banking E Europe
1987 to 1990	Deloitte & Touche	Director, Consulting, Brussels Board Member
1985 to 1987	Guinness Mahon	Head of Risk/Credit
1975 to 1984	Barclays	Various roles

## Appendix

### Bibliography

Banking in 1992	(Eurostudy) [contributor]
1992 - The Changing Face of Financial Services	(Eurostudy)
Marketing	(Kogan Page)
Change Management	(Management Pocketbooks)
Value Pricing	(Kogan Page)
Business Planning	(Management Pocketbooks)
Decision Making	(Management Pocketbooks)
Customer Relationship Management	(IFS Publications)
Marketing and Sales	(IFS Publications)
Risk Evaluation	(IFS Publications)
Customers and Their Needs	(IFS Publications)
Strategy	(Management Pocketbooks)
Marketing Pocketbook	(Management Pocketbooks)
Programme Management	forthcoming
Risk Pocketbook	forthcoming

**A series of papers on Operationalising your Strategy** a] Introduction – vision and mission; b] Mechanisation or automation? c] Structural barriers to success; d] Effectiveness and efficiency; e] ShareHolder Value – panacea or pain? f] Optimising human capital; g] customer focussed processes

**A series of papers on Marketing:** a] Market research – the key to understanding your customers; b] Marketing – ‘Dreams not perfume’; c] Segmentation – slicing and dicing the cake of customer spend; d] Brands and brand extension.

### Individual papers include:

Ring fencing – working through the minefield; Scotland – the vote – (implications - reviewing the possible scenarios); South Sea Bubble dot.com; Cost – time for a rethink?; The death of Central banking?; Destination digital.

### Non-management books

Your Own Allotment	Springhill Books
Going Places	Travel stories anthology (contributor)

### Forthcoming

Buddica	Musical
Arthur and Merlin	Musical
The Loud Mountain	Sci-Fi trilogy (vol I on Amazon Kindle Mar 2020)
A Talisman for Mankind	Adventure novel
The Dining Club of Unusual Occurrences	Short story collection
‘Get Your Retaliation in First’	(Analysis of pre-emptive military strikes)