|  |  |  |
| --- | --- | --- |
| CBOverviewA competent and proven business leader, outspoken and not afraid to ask the awkward questions.With a passion for personal and business growth.Location44 Regent Street, Ramsbottom, Bury, Lancashire, BL0 9PF |

|  |
| --- |
| **Carl Bradshaw, FISM**NON-EXECUTIVE director| nxdnw.co.uk |

Experience**Management Consultant • bradex Business Solutions • 2008**Proven track record of growing clients and their businesses. Including operations management, sales and costs management. I have an eye for spotting new markets for products and services. I predominantly mentor and coach. I recently implemented a change one small thing with a client and increased their profit by 25% in 30 days- by simply recording all time spent (billable and non-billable hours)**NON-EXECUTIVE DIRECTOR • REACHOUT.WORK CIC • 2019**Member of the board of Directors. My role is to challenge, question and monitor, the board of Directors and the steering committee members to achieve the most for this CIC. I am currently leading the change in direction from grant-based fund raising into CSR and working with the local business community. We are Ribble Valley Business Awards 2019 Finalists in the non-profit sector.**Trustee• Community assets standing tall • 2015**Member of the board of Trustees. Established and implemented full IT roll out to modernize the operations of the charity. Including the ability to take, track and manage donations and Gift Aid. After highlighting a gap in the local authority structure, I successful funding secured of £50k over a two-year project in co-operation with the local authority.**National Business Development Manager • Begbies Traynor •2007-08**I successfully negotiated agreeable terms with the second largest mortgage broker network (6000 members) for both corporate and personal insolvency referrals in their 1000’s. I compiled and created a training manual for mortgage brokers in how to spot opportunities for insolvency referrals along with 12 months of CPD training events to support the mortgage network.**Financial planning manager• natwest • 2006 - 2007**Demonstrated leadership skills in turning around underperforming sales staff in a number of branches across the North West. Instigated a change in the way financial services was sold in branch, the move away from large deposits.**Sales Director• bradex Insurance Brokers • 1996 - 2006**Increased turnover and profits of the business by 70% in the final 5 years. Successfully negotiated the sale of the business to a National Insurance Brokerage for cash deposit plus trail commission over two years.Education**Social MEdia Training• hootsute • 2016**Completed training in order to better understand the uses of social media channels. To amplify social media campaigns and advertising spend.**Digital marketing• google • 2018**As I create, host and design my own website I completed this digital marketing course to expand the local SEO, and on page SEO results from my website and landing pages.**Coaching & Mentoring • UCLAN • 2011 – 2012**University of Central Lancashire (UCLAN) at a level 7 Institute of Leadership and Management (ILM) – provided a further study into mentoring in a leadership position, and the use of certain models to exploit coaching results.**Cert Cii, Cert PFS, CEmap • Charterted Insurance Institute •1990 -2004**Certified member of the Chartered Insurance Institute, Certified Professional Finance Society, Certified Mortgage Advice Practitioner.Volunteer Experience or LeadershipCarl is currently a Trustee of Community Assets Standing Tall. Mentor with the East Lancashire Chamber of Commerce. Regional Head for the North West for the Association of Business Mentors. Mentor for the IOEE (MIOEE). Fellow of the Institute of Sales Management (FISM). |