**Lisa Greenhalgh**

**Senior Business Leader with 20+ years’ experience of driving efficiency, productivity, and performance. Ensuring business growth and strong P&L.**

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A driven and focused Senior Business Leader who is well versed in working at board level to achieve the strategic mission and objectives. With a proven ability to develop and strengthen management teams in order to maximise company profitability and efficiency. Experienced in leading and growing all sectors of a business to create a dynamic and progressive organisation.

Vast experience in contributing to public and not for profit sectors in deputy chair and board member capacity. With a strong accountancy background and experience of working in a financially regulated industry with FCA approval. Able to turn loss making organisations around, strengthen their P&L and increase their market awareness, making funding and growth more achievable. Currently looking for a new challenge in a non-exec director role, where my knowledge and expertise will be utilised effectively and allow organisation growth and increased profitability.

 **KEY SKILLS & COMPETENCIES**

* **Integrity** – Values driven with high ethical standards
* **Sound judgement** - willingness to challenge decisions
* **Interpersonal skills** – listening, persuasiveness, ability to communicate ideas, sensitivity, openness and awareness of non-verbal communication, co-operation and team-working, facilitation skills
* **Leadership and self-awareness**, ability to gain respect and attention, confidence
* **Critical thinking, creativity and strategic awareness** - the ability to take the wider, strategic view
* **Business acumen,** ability to identify new business opportunities, embrace change and innovation
* **Ability to assimilate, assess and analyse information**, especially financial information
* **Political astuteness,** diplomatic, able to deal with conflict
* **Determination,** with the tenacity and drive to succeed
* **Keenness to gain new knowledge** and skills to develop competences further

**NON-EXEC DIRECTOR EXPERIENCE**

**Chair of Board Mar 2020 - Present**

**Hesketh Golf Club**

Recently appointed Chair to newly established Board of a Limited Company Structure guiding the Board away from the traditional golf club ‘Council’ format to a proper Board Structure and establishing the long-term Strategic Vision and Plan for the club.

**Business Mentor Jul 2019 - Present**

**Tech Manchester**

Currently providing mentor support to early stage/start up Tech Businesses. Working with the MD of Scrap Local to organise company finances and create a strategy to grow the company.

**Deputy Chair of Governors Sep 2012 - Present Edge Hill University, Ormskirk, Lancashire.** (Ranked Gold in the Teaching Excellence Framework)

The Board of Governors has oversight of the educational character and mission of the University with specific responsibilities for financial probity and the effective use of resources. The University has a turnover of £125m and educates approximately 15,000 students and employs 1,700 staff. Also covering the roles of Chair of Audit Committee, Chair of Remunerations Committee and Member of Nominations Committee. **Key responsibilities of the board include;**

* Supporting with approval of the Mission and Strategic Vision
* Supporting with appointment of Vice Chancellor, Clerk to the Board and Senior Post holders
* Ensuring Corporate Governance
* Agreeing framework for pay and support for all staff
* Monitoring Institutional Sustainability and Performance against agreed KPI’s

***Key contributions include;***

* Managing highly sensitive issues such as an allegation around the conduct of the Chair of Governors and a separate incident of internal fraud.
* Developing the scope of the Renumerations Committee and ensured appropriate policies and procedures in place
* Requesting further internal audit reviews to ensure appropriate reassurance in place
* Providing input into new governor recruitment to ensure balanced and diverse Board
* As Chair of Audit, I direct and oversee the University’s arrangements for internal and external audit.

**Chair of Governors since 2016 and member of the Governing Body since 2012 Sep 2012 - Present Churchtown Primary School, Southport**

Churchtown is one of the largest Primary Schools in the country and has almost 900 pupils and a budget of £3m+. **As a governing body the role is to focus on three strategic functions:**

* Ensuring clarity of vision, ethos and strategic direction;
* Holding the Headteacher to account for the educational performance of the school and its pupils, and the performance management of staff; and
* Overseeing the financial performance of the school and making sure its money is well spent.

***Key contributions include;***

* Developing the terms of engagement for the Board
* Led the school through an Ofsted Inspection
* Recommended an innovative approach to Leadership – Co- Headship for the school
* Led the Strategic Review of the future of the school leading to the school joining Endeavour Learning Trust in early 2019.

**Board Member Aug 2012 – Dec 2018**

**Professional Liverpool**

Representing the Professional and Business Services Sector (PBS) and wider business community, with a clear objective – to be the leading Liverpool City Region (LCR) membership organisation promoting, supporting and representing the interests of the PBS Sector in the LCR. The sector is one of the strongest in the UK and a cornerstone of the LCR economy supporting an estimated 107,000 jobs in 12,000 companies and generating more than £8billion per annum in gross value added (GVA).

***Key contributions included;***

* Input into the Strategic Direction of the Body
* Represent the Body on relevant local panels and discussions about the Professional Sector
* Input into Local Government Policy thinking on financial services support for the region

**Panel Member Jan 2018 – Jan 2019**

**Liverpool City Region Combined Authority Strategic Investment Panel**

Member of the Panel which reviews applications for the Strategic Investment Fund (SIF). The SIF is open to large and small firms, as well as to councils and public bodies to bid for a share of £500 million which is available to support projects in areas that matter and make a difference to the people who live and work in the city region. This included transport, skills, culture, housing and much more.

***Key contributions included;***

Providing advice and guidance to the Combined Authority on projects that would benefit the local community, especially regarding local SME business and the funding and support available/required

**EXECUTIVE CAREER HIGHLIGHTS**

* Arrested the decline in business and created a new strategy following a period of uncertainty when funds under management were fully invested. Managed the downsizing of the business from 35 to 12 staff, while simultaneously managing the repayment and exit of the existing portfolio to generate substantial returns to fully repay private sector investors and generate a £25m evergreen legacy fund for MSIF.
* Made sound investment decisions at MSIF that led to lower than anticipated loss rates. Leveraged those evergreen funds with match funding from other sources, tendering and winning new funds and delivery contracts that enhanced the MSIF offering and positioned MSIF as the go to alternative funding provider in the Liverpool City Region, whose reputation and values are admired. Recognised as the face of MSIF.
* Identified gaps in the market provision and developed initiatives to promote and enhance the core objectives of MSIF led to increasing the staff to 18 and creating the Finance Hub (the front door for those businesses looking for finance) which provides free support and  advice on all options available and launching and managing the first Angel network within the Liverpool City Region which saw 5 investments made within its first year from a standing start.
* Left a legacy at MSIF that is now self-sustainable and should continue to invest and support SMEs in the future.
* Achieved full investment of the initial funds received by deadline of 31 December 2008 at MSIF

**CAREER HISTORY**

**Chief Executive Officer Oct 2009- May 2019**

**MSIF/Alliance Fund Managers Limited Liverpool, Merseyside**

*FCA regulated fund manager for Merseyside Special Investment Fund (MSIF, its parent company)*

Led a team of 18 staff providing Loan and Equity Investment, Portfolio Management and Business Support Services to SMEs through the MSIF brand with funds under management in excess of £75m. Invested in over 2,000 business and established a £25m evergreen self-sustainable legacy fund which will continue to support SME’s for years to come. Developed and implemented the strategic direction including the Mission, Vision and Values for the entire organisation.

***Responsibilities included;***

* Full P&L, Balance Sheet & FCA compliance oversight responsibility for the MSIF Group
* Overseeing investment strategies for each fund and key portfolio decisions
* Leading all fundraising activities and investor relations and reviewing internal and external fund manager reports
* Managing the relationship with Public and Private Sector Partners within the funds
* Leading AFM Investment staff to deliver all fund management contract(s)
* Developing the portfolios within the individual funds to generate agreed returns to partners
* Treasury management of legacy cash balances
* Member of the Investment Panel with responsibility for making sound investments
* Ensuring appropriate continuity and recycling of the legacy funds
* Providing overview for key stakeholders of Portfolio valuations for all funds
* Controlling marketing and sponsorship budget and managing the LCR Angel Network
* Business Development through networking and building my personal brand
* Working with the Investment Directors and other members of staff on new business development
* Leading all fundraising and tender opportunities
* Identifying gaps in the market provision and develop initiatives that promote/enhance the core objectives of MSIF e.g. Finance Hub, LCR Angel Network and Start up loans
* Member of the Board of Directors for AFM, MSIF and other group companies
* Reporting to Non- Executive Chair and Board of Directors
* Market Profile research and raising the profile of MSIF and be recognised in the market as the CEO of MSIF and AFM
* Leading responsibility for Marketing, PR and general awareness of the MSIF brand
* Managing press exposure, creating good relationships with key journalists and key intermediaries

**Finance Director Dec 2003 – Oct 2009 MSIF/Alliance Fund Managers Limited Liverpool, Merseyside**

* Working closely with the Managing Director (until the restructure in October 2009) Investing funds of £92m into 692 companies within the Merseyside region.

***Responsibilities included;***

* Complete responsibility for the accurate provision of all financial and management reporting of the group which includes 30 Companies within the structure, and preparation of annual budgets and KPI’s
* Managing all the external reporting/relationships to the various partners/investors including Europe, Government Office Northwest, the North West Regional Development Agency and private sector investors (banks and pension funds) for all funds managed by AFM. This also included managing 4 Government Office and European external audits.
* Preparing a submission on a response to tender to the NWDA. Regarding fund management services for a £170m fund across the North West region. This included providing all the financial modelling of 4 separate Limited Liability Partnerships and a Holding Company and combining cash flows and capital returns to the investors. Manage a due diligence visit by external auditors on the tender submission.
* Responsibility for HR, Health & Safety, Office Administration, Company Secretarial duties and reporting to the Financial Services Authority, BVCA and CDFA.
* Ensuring the business was run in the most tax efficient way, and all tax and duty regulations were met on time.
* Managing the Group’s banking relationships, operations and foreign exchange exposures

 **EDUCATION & PROFESSIONAL DEVELOPMENT**

* Chartered Institute of Management Accountants. 1993 (1st time passes)
* Association of Accounting Technicians Passed Finalist (1st time passes)
* FCA Registered and previous CF1, CF10, CF13, CF28, CF29 & CF30 approved
* ICL International Business Management - IMD, Lausanne, Switzerland.
* ICL Advanced Leadership Talent Course – Ashridge Business School
* Goldman Sachs 10k Small Businesses Programme
* Newcastle-U-Lyme College, 3 ‘A’ levels