

REBECCA GANZ: NON-EXECUTIVE DIRECTOR

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Strategist | Internationalisation Specialist | Profit & Value Amplifier | Chartered Accountant

“Rebecca has provided intelligent and sound business and financial advice and been instrumental in the development and review of our strategic planning. Rebecca has incredible skills in assessing and processing business information - and turning that information into simple decisions.

Don't pass the opportunity to work with Rebecca, she's a game changer.”

Andrew Gurr - CEO and Owner, Fusion Networks Ltd; award-winning Specialist Technology Integrator

A highly experienced strategy advisor to Boards, C-Suites and Entrepreneurs. Core abilities include designing finely honed strategic direction underpinned by pragmatic guidance on effective implementation. Combining sensitivity to cultural and stakeholder requirements born of a global career across a range of sectors, with a readiness to challenge. Underpinned by adept risk identification and a practical, robust approach, able to balance the need for ongoing innovation with sustainable, accelerated growth. As such, delivers a compelling mix of disruptive, entrepreneurial know-how with best practice corporate governance. Rebecca looks forward to making a significant contribution to a growing portfolio in her capacity as a knowledgeable, effective and forward-thinking Non-Executive.

Key Attributes

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|------------------------|--------------------------|------------------------|
| → Strategy | → M&A and Exit design | → Corporate Governance |
| → Internationalisation | → Cultural consideration | → Wealth creation |

Exceptional Professional Achievements

- **Uplifted net promoter score by 17 points**, halting ongoing loss in market share with the redesign of strategy for listed Gentailer, Contact Energy Ltd
- **Safeguarded timing and value of future exit** for Fusion Networks Ltd by tailoring international strategy so that the core business continues to deliver at least 20% year on year growth
- **Ensured successful Management Buyout (MBO) completed within a six-week timeframe**, to form Waikato Milking Systems Ltd, which went on to expand into >30 countries
- **Secured 67% market share following strategy redesign** for subsidiary of listed Australian General Insurer, IAG New Zealand Ltd

Non-Executive Director (NED) experience - UK

Chair of iFM Bolton Ltd, wholly owned subsidiary of Bolton NHS Foundation Trust & Associate Non-Executive Director of Bolton NHS Foundation Trust

2019–Present

Appointed to facilitate effective strategic direction, governance and transformation of operational delivery in the Trust's facilities management subsidiary. Also, in response to major regional and national changes in the context of the NHS 10-year plan, including significant funding & regulatory shifts.

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Trustee / Non-Executive Director &

Vice Chair Finance & Risk Committee, Leodis Multi Academy Trust

2018–Present

Appointed to adapt to substantial financial, regulatory and operational changes facing the Trust during a period of expansion. Additionally, to oversee effective and enhanced internal controls, financial reporting and sound operational risk management.

Board & C Suite Experience - UK & New Zealand

Exit design & coaching, Fusion Networks Ltd, Specialist Technology Integrator 2018-Present

- **Enjoying 20% year-on-year growth** following advice on how to attract higher exit multiple

Internationalisation, Premier Education Group, national activity franchise 2017-Present

- **Roll out of agile and effective internationalisation**, supporting flexible exit options based on strategy advice

Turnaround strategy, Contact Energy Ltd (Market Cap circa £2BN – New Zealand) 2016

- **Reversed declining market share, boosted net promoter score by 17 points** and staff engagement score by 12% by gaining a clear commitment to interactively workshopped strategy and action plans

Business and relocation strategy, Māori Television Service, State Owned Entity 2015

- **Secured agreement to culturally sensitive relocation**, creating solutions to satisfy all tribal stakeholders and supporting expanded government remit

Growth strategy, Deal Advisory Division, KPMG New Zealand 2011-2016

- **Coached on business development approaches and new service line creation**, launch and execution for a variety of specialisms such as Corporate Finance, Transaction Services and Valuations

Growth strategy, IAG New Zealand Ltd, Subsidiary of listed Australian insurer 2011- 2012

- **Achieved market leadership across business-to-consumer and business-to-business channels**, following redesign of strategy together with agreed dashboard and clear implementation priorities

Partnering strategy and Management Consultancy, Les Mills International 2001-2011

- **Joint venturing advice** and a significant input into ongoing, successful global expansion

Educational Achievements & Other Notes

Non-Executive Director Diploma, Best practice Corporate Governance, Financial Times (2017)

Coaching Diploma, NZ Coaching & Mentoring Centre - Int'l Coaching Federation registered (2010)

Corporate Finance Diploma, Chartered Institute for Securities and Investment (1997)

Chartered Accountant ACA, Institute of Chartered Accountants of England and Wales (1995)

MA English Literature, Oxford University (1989)

Languages, Solid conversational French & German

Nationality, Dual British & New Zealand citizenship