

**Provocative:** My boss had a problem. Housing policy leads were blocking ideas to build more homes. He was meeting them tomorrow; could I help? Next day, my presentation turned the situation around; I'm a Strategist. I grasp the root cause of a problem, embrace uncertainty, and compare solutions. I need to understand holistically and flip between viewpoints. I overcome entrenched beliefs, posing problematic questions.

**Perceptive:** Stealth Dyslexia defined school and career. Computers enabled me to write. I won 'best new play' in the Southend Drama festival and achieved 3 readings at the National Theatre. My screenplays attracted consideration from producers, directors and performers including Jack Shepherd, and Patrick Allen. I moved to London to train as an actor, with a talent for improvisation and directing; I performed in Fringe Theatre, short films, and TV.

**Perspective:** Acting & writing taught me psychology, motivations, biases, beliefs, incentives, and interactions. I plunge into research for every new encounter. When diagnosed Dyslexic at HMT, I accelerated my reading, digesting over 400 audio-books: Strategy, Economics, Philosophy, Psychology, Business, Sales, Communication, Marketing, Statistics, Science...no limits. Technology increased my reading and writing speed, and I developed expertise in critical thinking and problem solving, by relentless, eclectic learning.

**Proven:** Apr 18 – Pres: Freelance Strategy Consultant & Self-Builder.

Jan 13 – Mar 18: Dept. for Communities & Local Government, Strategic Adviser.

I changed government policy on accelerating planning permissions by presenting evidence exposing misconceptions and reverse engineering the business models of major builders.

I chaired the Disability Network, leading members to a strategic focus on Mental Health, driving over 300 responses to internal disability attitudes survey, and using the results to alter operational policy.

Feb12 – Dec12: Valuation Office Agency, Programme & Project Coordinator.

I facilitated a mediation session between project teams in conflict over a cross-cutting resource and scheduling dispute and negotiated an agreement by drawing out underlying interests and concerns.

Jan 09 – Feb 12: HMRC - Knowledge Analysis & Intelligence - Change Programme Officer. I designed Project and Programme Management procedures, guidance, and templates. Designing the Knowledge Management improvement programme. Simplifying Nonaka & Takeuchi SECI Model with Lean, System Dynamics and Behavioural Insights.

Mar 07 – Jan 09: HMT - Pensions Equality & Disability Team - Strategic Policy Analyst.

I developed the evidence base for pension reform, incorporating behavioural economics of choice architecture and default design, which underpinned pension auto-enrolment policy. I advised Ministers and officials in DWP on optimising default pension scheme design.

**Persistent:** Various Positions in manufacturing production control (8 years), telesales (1 year) and direct charity fundraising (6 years); MK Electric (responsible for £13m output) progressing supply, planning and scheduling factory production, Yardley coordinating sub-contract organising production scale product trials. I carried out telephone market research interviews for a research agency, making B2B, B2C research and political opinion surveys. I cold called, selling advertising space in directories and member magazines.

I called contacts of charities for donations, objection handling, negotiating, and obtaining personal information. Top fundraiser for Sudan Campaign, averaging £1,000ph.