

Ralph Cox



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What: 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.

Why: I won 'best new play' in the Southend Drama festival and achieved three readings at the National Theatre. My screenplays attracted consideration from producers, directors and performers including Jack Shepherd, and Patrick Allen.

How: Acting & writing taught me psychology, motivations, biases, beliefs, incentives, and interactions. I plunge into research for every new encounter.

Where: Apr 18 – Pres: Freelance **Strategy Consultant**

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.

Feb12 – Dec12: Valuation Office Agency, Programme & Project Coordinator: I facilitated a mediation session between project teams in conflict.

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.

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 for pension auto-enrolment policy.

No Gaps: 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**, obtaining personal information. Top fundraiser for Sudan Campaign, averaging £1,000ph.