

**Employment history****Travelx, Head of Business Development** Mar 2019 - Present

- Led a team of 7 Partnerships Managers to drive new business across all channels
- Scaled the new business team as part of our 2019/20 growth plans: hired 3 new senior Business Development Managers (taking direct reports to 9)
- Hit 110% of team revenue target in my first quarter, and overachieved since (Q3 2019 - 105%; Q4 2019 - 112%)
- Improved the focus of PMs by splitting the partner network into 'Managed Partners' or 'Partner Pool' categories. Resulted in improved relations with key partners and higher volume of quality referrals
- Launched a new subscription product through the partnerships channel to provide recurring revenues
- Focused the organisation on NPS: improved score from +40 to +60 and increased customer retention by 12%
- Coached team to formulate sales strategies and techniques, held workshops on active-listening and storytelling
- Recognised with the 'Best Behaviours Award' in 2019 Sales Awards

**Travelx, Strategic Partnerships** Jan 2017 - Mar 2019

- Prospected for strategic partners to scale product distribution. Pitched to a wide range of targets, including banks, corporates, accounting software providers, and payments/FX platforms
- Developed relationships that led to partnerships with Xero and an online FX provider
- Led efforts with marketing team to increase partner activation, increasing new revenue by 12%

**HSBC, Investment Banking Associate** Aug 2014 - Dec 2016

- Developed presentation building (for pitches and live deals) and advanced financial/Excel modelling skills
- Led work on a 10 successful pitches with the Head of ECM for numerous of European capital raises. Contributed insightful equity stories/investment theses to help win a series of rights issues and IPOs
- Strong deal experience in sell-side M&A (examples: advisors to CompanyX on sale to CompanyY for £250m, advisor to CompanyA on sale to CompanyB for \$200m)

**HSBC, Investment Banking Analyst** Sep 2012 - Jun 2014

- Represented a strategic buyer in the Middle East in a process for a private US company. Fast-moving deal in a condensed two month period with a lean deal team of 4

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**Education****London School of Economics, Undergraduate Degree** Sep 2007 - Jun 2010  
Economics and Philosophy, 2.1

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**Projects****Meals for the NHS** Mar 2020 - Present

Launched the project with 6 friends soon after COVID-19 was declared a pandemic. Liaised with CEOs of 10 hospitals in London to arrange safe delivery of food to over 1,000 NHS staff every day. Negotiated a deal with a leading payments provider to charge us 0% commission on the donations we receive.

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**Additional information****Interests:** Hiking, cooking, photography, squash, tennis, world travel