

# REBECCA GANZ: NON-EXECUTIVE DIRECTOR

North West | [rjhganz@gmail.com](mailto:rjhganz@gmail.com) | +44 (0)790 364 5001 | <https://www.linkedin.com/in/rebeccaganz/>

**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 high performing Non-Executive and compelling 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 unique mix of disruptive, entrepreneurial know-how with best practice corporate governance.

## Key Attributes

- |                        |                          |                        |
|------------------------|--------------------------|------------------------|
| → 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

**Non-Executive Director, BlueSkeye AI Ltd**

**2020–Present**

As the sole Non-Exec on the Board, delivering leadership re. commercialisation and governance to scale the tech start up's proprietary App, which screens, monitors and diagnoses mental health.

**Non-Executive Director, Premier Education Group plc**

**2019–Present**

Appointed to further accelerate the Group's growth trajectory enabled by agile governance. Involves maximising Premier's position as the UK's No 1 provider of sport and physical activity to primary schools

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together with scaling the Group's investment in the Educational arena, which includes an Awarding Organisation and an Apprenticeship Training Provider.

**Chair of iFM Bolton Ltd, wholly owned subsidiary of Bolton NHS Foundation Trust & Non-Executive Director of Bolton NHS Foundation Trust** **2019–Present**

Facilitating effective strategic direction, governance and transformation of operational delivery as Chair of 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 at Trust level.

**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.

## Board & C Suite Experience - UK & New Zealand

**Exit design & coaching, Fusion Networks Ltd, Specialist Technology Integrator** **2017-Present**

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

**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

**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