

BEN GIBBS



Business-development oriented and relationships-focused, I have broad experience and specialist qualifications in the education/schools sector. My experience and formal qualifications are backed-up by a consistent track-record of informal training: I completed the University of Melbourne’s ‘Assessment and Teaching of 21C Skills’ MOOC, offered through Coursera, and am well read, keeping up to date with the theory of organisation development, consulting practice, and educational management, policy and practice, particularly with respect to system-level improvement.

- a deep understanding of policy and practice in the UK (and global) schools sector, and of the complex dynamics in schools' strategic and operational decision making
- broad experience of developing new business and products, and client relationship management
- qualified experience in the design, development, management and quality assurance of curricula and assessments
- a well-established network of leaders and experts in the international schools sector
- experience of developing sustainable relationships with education leaders, including high-stakes negotiation at the level of policy-making

92 93 94 95 96 97 98 99 00 01 02 03 04 05 06 07 08 09 10 11 12 13 14 15 16 17

Qualifications	BA (Hons) sociology <i>Anglia Ruskin Univ</i>	Cert Mktg <i>CIM</i>	PGCE <i>Cambridge</i>	MEd (leadership/mgmt) <i>Open University</i>	21C <i>MOOC</i>	OD&D <i>CIPD</i>
-----------------------	--	-------------------------	--------------------------	---	--------------------	---------------------

Employment	UCLES	W&B	Freelance portfolio incl. IAMS, JBS, DfES, CEA, RSAcademics, (Handy)	Cambridge International Examinations	ARU	CCL PR	RESTART-ED Ltd Ely College, RSA, Meissa, CM, WE, ESP, RSAcademics, IOE, NNF, Omnia, CfBT, RSF
-------------------	-------	-----	--	--	-----	--------	---

Voluntary	School Governor						EMC, WE, EftF, FRSA, CU
------------------	-----------------	--	--	--	--	--	-------------------------

Field	Marketing & PR	Events projects	PR, mktg a/c mgmt	Schools PR Market research	Strategic planning Crisis PR	PR mgmt Events, etc	Schools PR Research	Crisis PR Brand positioning	Strategic direction/planning Reputation mgmt				
	Business development	Network devpt Sponsorship			Partnerships New business	New business Strategic planning	NPD Representation	Mgmt	New business Strategic planning	Network devpt Product devpt	Partnerships Representation	Sales	
	Research & Advisory	Market research			Policy devpt Policy advice				Market advice Intl research	M&A/DueDil Relational research	Policy advice & alert & intervention		
	OD&D	OD consulting OSPA									Leadership devpt / coaching	Culture web	Relational intervention