

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

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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 MOOC	OD&D CIPD			
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			New business Strategic planning	Network devpt Product devpt	Partnerships Representation
	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