

John Holloway

Coach, and Consultant Fundraiser

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Professional Profile

I quickly grasp complex business challenges and, drawing on my extensive experience, am able to work collaboratively or solo as circumstances require, to reliably deliver, through sustainable, high-quality strategies for change/growth or through coaching others to find their strengths, outcomes that enable individuals, teams and organisations to achieve their goals. I am both pragmatic and creative, thrive well under pressure, and resourceful in managing change, risk and continuous improvement. Outgoing, enthusiastic and empathetic, I possess excellent communication and listening skills and develop strong relationships based on trust and confidence. Combining my enthusiasm, creativity and experience with a passion for making a real difference, I am committed to adding value and I approach challenges with ingenuity and high levels of energy and stamina.

Key Skills and Competences

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| Managing & leading individuals and teams | Fundraising, marketing, copywriting |
| Performance and development coaching | Flexible approach to problem solving |
| Results through collaboration & team work | Talent and performance management |
| Breadth of experience and successful track record | Change management experience |
| Relationship building | Persuasive, confident, charismatic |
| Warm, friendly manner | Cross cultural experience |

Examples of Major Achievements & Accomplishments

- As Interim Regional Manager (West Midlands) of a UK charity I took responsibility for managing a site with 2 Registered Residential Homes housing 40 Learning Disabled Adults. The challenges: to effect changes to systems; raise staff morale; improve relations with the local Health Professionals' Multidisciplinary Team; and ultimately bring about the lifting of a default notice on a service for intensively impaired individuals. *Outcome:* The threat of closure was removed within 7 months. Additionally, extensive morale improvements were effected among the staff team and new elements added to both services. Subsequently a fulltime post-holder was appointed.
- Successfully spent 15 months, addressing the challenge of re-instating an effective and tailored rolling programme of applications for support from Trust & Grant making bodies. *Outcome:* Income from this area is augmented by 35% as a result and a fulltime permanent post holder is now in place.
- Asked to act as Interim Head of Fundraising of a charity providing disabled holiday facilities in the UK, at a time of considerable change I managed the team as it stayed on track in reaching that year's targets. *Outcome:* The role ended when a full time post holder was recruited. Subsequently I undertook 2 more challenges there: 11-months as a part-time Fundraiser with responsibilities to reorganise the major grants programme and recruit a fulltime worker into the role; 8-months to set up, launch and follow up a major capital appeal (£1.98m) for the refurbishment of one of their purpose built hotels.

- I have recently started with a small UK-wide charity. It provides over 11,000 hours of support and guidance for people living with mental illness. Working to regenerate an awareness raising Black Dog Campaign. *Successes so far:* 3 new dogs bought generating income of £24,000; new partnership in place with a UK Courier firm providing free transportation of dog statues around the country giving anticipated savings of £15,000).

Career History

The Training Box Ltd (since 2006 Associate Coach and from 2011 to date UK Director)

We design and deliver tailor-made training and coaching programmes like: 1-Day Presentation Skills for Roche in Austria; 3 day course Communication Skills to 120 Heart Surgeons in Nice, Medtronic; executive communication skills to a variety of key talents for global companies including Trafigura: Henkel: Global Fund: British Swiss Chamber of Commerce: Stryker Inc.

JPH Enterprises (1996 to date - Owner)

Coaching & Training work for clients including:

Private individuals: including Corporate Executives and Senior Managers, coaching in areas like Presentation Skills, Team Building, Negotiation Skills and individual vocal work.

Talking Shop Limited: as a lead facilitator for role-play workshops providing experiential learning and forum theatre sessions in areas like: recruitment; mentoring; staff appraisal.

The Place: design & delivery of courses for around 20 staff - like Team Building; Self Presentation; Customer Care; Senior Team Communications; Staff Appraisal Skills.

Fundraising & Marketing including clients:

CARE Ltd, (now SELF-Unlimited): **Vitalise**, (now Revitalise): **Winged Fellowship Trust (WFT):**

Hamlet Trust: **SANE:** and **Links Management:** where for 10 years (until July 2007) I was a Director of this co-operative Actors Agency handling 26 clients including me! We ran the busy office one day per week each, whilst, and in between, managing my own career of professional acting roles.

Crossroads Care (1994-5) - Change Manager / Acting Deputy Chief Executive: responsible to Chief Executive for; Managing and supporting a team of 7 Regional Operational Managers who supported and developed national network of advocacy groups, carers groups and service provision projects.

National Schizophrenia Fellowship (now called Rethink) (1990-94) - Director of Fundraising: Established fundraising department from scratch and implemented programmes nationwide in support of membership groups and direct service provision. Annual Target - £ 1.8 million.

Royal Star & Garter Home (1986-90) - Deputy Director Appeals & Trading Arm Manager. Developed and managing Direct Marketing and Legacy campaigns; Set up and developed Trading Company running Special Events (West End Ball raised £45-50,000 annually), Mail order catalogue, fleet of mobile retail outlets (attending major County Shows etc.); Corporate gifts and Sponsorship; PR and Publicity Management. Annual Target £6 million.

Wimbledon YMCA Sport-Hotel (1981-86) - Programme manager for leisure facilities and 110-bed hotel

Other relevant information

- **East 15 Acting School** (1995-6) - 'Post Graduate Diploma in Acting'
- **Loughborough University:** BA Joint Honours & DIS - Business Administration and French (1973-77)
- **Voluntary Service Overseas** (1978-81) - Teacher, Taborio School, Tarawa, Kiribati, Central Pacific - subjects: Bookkeeping, English, Biology, Art, Drama, Sport to 'O' level.
- **Kingswood Grammar School** (1966-73) - 8 'O' Levels; 3 'A' Levels
- Full UK Driving Licence