

# Wayne Fox

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## Summary:

Experienced business growth, & small business investor. I have directly grown a number of small businesses into high 7 & 8 figure leaders in their industry. I am passionate about helping small businesses to grow

Interested in considering advisory roles within the Venture capital, Private equity, Built environment & Sustainability fields

I am most interested in advisory, or interim roles where I can use my experience, to help others develop & grow their business, aligned with our own plans. Developing long term working relationships. Strategic partnership or JV opportunities would also be considered.

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## Skills:

Business growth, Product creation, Strategy, Business model innovation, Business turnaround, Mergers & Acquisitions and Public sector contracts.

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## Strengths

Very good looking, Opinionated, Outspoken, Free-thinker, Creative, Straight talker

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## Experience:

### Venture Partner

May 2011 - Present

The Enyaw Group

Current interest is in creating an alternative 'freedom focused' system, to free society from the archaic & nefarious poverty enhancing system that we call 'normal life'. This encompasses the 6 critical keystones of society: Money circulation; Infrastructure; Health; Education; Community; Foundation.

Also involved in commercial property development, with a focus on developing 100% self sustainable off-grid hotels & resorts

Creating new product offerings to help small businesses to grow  
Providing consultancy services to organizations across the UK & Europe

Some of the projects we've created include:

- Sourcing investment deals on behalf of Investment banks, Private equity firms & Corporate buyers
  - Providing coaching & consultancy support to Small & Medium sized businesses across the UK & EU
  - Created 'Transunite', Fleet Management brand, providing services to the public sector
  - Working with Investment funds & government to set up 'Off-balance sheet' project finance
  - Working with UKTI to establish demand for Carbon reduction solutions from the UK in China
  - Setting up routes to generate additional revenue streams for Tourist board organizations
  - Feasibility project to set up a property services biased buying group
  - Outsourced Bid management & advisory to assist SMEs securing Public contracts
  - Created 'Tekserv', Facilities Management brand, providing FM services in partnership with local contractors
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- Feasibility project to create PPP (Public Private Partnership) with a University
- Business growth consultancy, advising small companies how to grow their business
- Establishing routes of growth into China, & via franchising model for Media Company
- Creating online & local education courses for Real Estate, Business Growth, Strategy, Marketing & Sales, & Personal Development
- Non fiction Author

**Non Exec Director**

**Mar 2012 - Mar 2013**

Carnoisieur Leasing

Working with the company to help them access government contracts as a route to grow their business.

During the time working with them, we created a £400m tender pipeline (vehicle value).

**Non Exec Director**

**Oct 2011 - Mar 2013**

SMT Software plc

Helped the company to establish a UK presence, established relationships between the company & various central government & local authority buyers.

Developed a £200m tender pipeline, covering various IT based contracts including Fleet management & telematics, SaaS, PaaS, IaaS, & IT outsourcing contracts.

**Business Services Manager**

**May 2009 - Mar 2011**

Phase NRG Ltd

Developed renewable energy start-up, into the largest biomass energy company in the UK

- Grew the business from 3 staff £ 180k t/o to 46 staff £ 5.6m t/o within 18 months
- Changed business model & client base
- Created a £ 10m tender pipeline
- Putting in place a management team, a bid team, admin team, & service team, leading them through a period of fast growth
- Secured Accreditations, Memberships, & Certifications which enabled the business to increase it's in-house service capability
- Developed approval for KWB biomass boilers to various public sector organizations
- Developed relationships with public sector buyers across Scotland, achieving a tender success rate of between 82% - 94% throughout the period
- Developed national coverage & support offering to clients
- Established 3 divisions to the company, to enable a concise service offering
  - Biomass Energy & ESCo Services
  - M & E Commercial Services
  - M & E Maintenance Services

**Growth Director**

**Jan 2005 - Oct 2012**

Highland Vacation

Highland Vacation was a self-catering & serviced accommodation group, providing luxury accommodation to families, based across the Highlands of Scotland.

Responsible for growth in the business. This included:

- Developing online & offline marketing channels including website, SEO, PPC, Social media, Online referral programmes, Bookings agency
- Developing relationships with Scottish Tourist Board, RCI & Wyndham Group
- Developing strategic partnerships with local businesses

The business was sold in 2012.

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## Director

May 1995 - May 2009

Fox Electrical (The Fox Group)

Growing the business from 2 staff, to employing over 80 staff, £ 24m revenue, over 300 sub-contractors, with contracts across Scotland

- Created SmartHome Automation Division, packaging a SmartHomes solution to HighEnd luxury housing market
- Established relationships with Public & Private sector clients throughout Scotland
- Created DataComms division
- Created Fire & Security division
- Created AudioVisual division
- Created in-house Training Facility
- Created in-house recruitment agency focused toward overseas staff
- Created Electrical Appliances division, supplying to commercial clients.
- Managing various contracts across Scotland & the Midlands
- Overseeing the delivery of various Facilities Management contracts throughout Scotland
- Property Development including:
  - New housing
  - Hotel renovation
  - Stately home & country house renovation
  - Office fit-out

The business was sold in 2009

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## Education

- HNC Contracting Management
  - Mergers & Acquisitions
  - Business Turnaround & Recovery
  - Various technical qualifications
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## Voluntary causes

- Wolverhampton Homeless Outreach
    - Building relationships with local businesses, setting up a night shelter, finding routes to employment
  - The Space Center (Creative Support Autism Charity)
    - Setting up & running events, raising money & building relationships with local businesses
  - The Scout Association
    - Working to influence young people, most living in the worst areas of poverty in Preston.
  - Institute of Enterprise & Entrepreneurs
    - Mentoring start-up businesses
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## Personality profile

Wealth Dynamics:

- Dynamo Creator

16 Personalities:

- Mediator INFP-A

Enneagram:

- Protector 8 / 7 / 5,2

Human Design:

- Projector 6 / 2
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