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## Top Skills

Finance Business Partnering  
Business Strategy  
Business Process Improvement

## Certifications

Blue Ocean Intro course  
Rap Jumping Instructor  
ACCA

## Publications

Finance Business Partnering 101

# Neil Prior

Business Consultancy, Finance Business Partner, Currency Trader  
and Trainer  
Aldwick, West Sussex, United Kingdom

## Summary

I am a Qualified Accountant (FCCA) with extensive Finance Business Partnering (FBP), Commercial and Marketing experience across a variety of Industries and Blue Chip Private/Public Sector organisations.

I now enjoy working across a broad range of consultancy areas and projects with an emphasis on "Blue Ocean" and similar innovation Tools (such as Strategyzer) ; Coaching and encouraging Clients to take new and brave directions in their thinking around products, services and Customers.

I also have SME experience running businesses in Australia & New Zealand and have mentored numerous SME companies across a variety of Sectors.

Please feel free to contact me for an informal chat to see how I can help you in any of the areas above - I am always happy to be involved in interesting projects and ideas !

Please contact [Neilpriorconsulting@outlook.com](mailto:Neilpriorconsulting@outlook.com)

I am also an experienced Forex Currency Trader and Trainer using software and strategies I have developed personally over the last 20 years (FXcorrelator.com)

Main Industries / Sectors :-

Consultancy (4 years +)

Oil & Gas Trading (Shell International Trading - 12 years)

Pharmaceuticals - (Novartis - 10 years)

Travel (British Airways / Virgin Atlantic - 6 years)

Telecoms (BT/ Cellnet / Securicor Cellular (Mobile phones) - 5 years)

Public Sector - (Environment Agency / East Hants District Council - 3 years)  
Financial Services (American Express - 2 years)  
Sports and Gambling/Leisure Industries (40 years+)

#### Skillsets / Specialities:-

Strategic Business Planning and Marketing  
Ideation and innovation - New Product development  
Finance Business Partnering  
Commercial decision support  
Consulting / Mentoring / Coaching  
Forecasting, budgets & planning / Variance analysis  
MIS, Data & KPI's - development, reporting and interpretation  
Project Accounting, reporting & Project support  
Team Leadership and management  
Foreign Currency (Forex) - Trading Techniques, Strategies and Training/Education

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## Experience

NeilpriorConsulting  
Consultancy Director  
April 2015 - Present  
United Kingdom

Strategic Business, Marketing and Finance support to SME's and Global Blue Chip organisations - currently consulting across a variety of Sectors and industries - incorporating Blue Ocean Strategies and other cutting edge approaches for innovation and value creation - coaching and encouraging clients to take new and brave directions in their thinking around themselves, their Brands, Products, Services and Customers.

New Product Development  
Strategic Planning and Marketing  
Business Process improvement  
Commercial decision support  
Finance Business Partnering  
Change management

Forecasting, budgets & planning / Variance analysis  
Business Case development and generation  
Funding and Grant processes  
Development/maintenance of management reporting systems and databases  
Monthly / Quarterly MIS/KPI Reporting (and development)  
Project accounting, reporting & Project support  
Financial modelling (Excel)  
Team Leadership and mentoring  
Coaching and Consulting services

Please contact me for any opportunities you may have in these areas and related needs, I am happy to discuss...if i cant help i may know someone who can.

FXCorrelator.com  
Currency Trader and Trainer  
January 2001 - Present  
UK

My Father and Grandfather were Bookmakers and I grew up in the Gambling/ Leisure Industry - so the world of Speculation, Risk and Money Management has always formed an integral and important part in my career path

I was a very successful Gambler in my teen years, then left School to get a job supporting the Oil and Products Trading teams at Shell for some 12 years, I retained my interest and passion for Trading Equities and Commodities through the 80's and 90's and started my Forex Currency Trading Business in 2001 alongside my Finance Career.

I am a firm believer in creating multiple income streams and alongside my other Consultancy work I continue to expand my Trading and mentoring business in this fascinating and lucrative Industry I know so well.

please go to my website [FXCorrelator.com](http://FXCorrelator.com) for more information and also please feel free to visit my [FXCORRELATOR](#) youtube channel - I am also a regular contributor to many forex forums and at [Trade2win.com](http://Trade2win.com) I now have the largest and most successful forex thread ever followed, registering over 2.4 million views from thousands of traders in the last 10 years.

please contact me to discuss any Trading / Training and mentoring needs you may have .....if I cannot help you personally I will know somebody who can !

East Hampshire District Council  
Commercial Business Partner - New Ventures  
December 2014 - January 2015 (2 months)  
Petersfield, Hampshire

With continued cuts in Government funding, many Local Authorities are now considering more "arms length" commercial vehicles to generate new revenue streams. I was commissioned to help support/launch the EHDC's "New Ventures" initiative.

Specific role / responsibilities :-

Market Strategies & Branding  
Market Research - Identifying key opportunities  
New product development (NPD)  
Business modelling / Customer Lifetime Value analysis  
Influencing Key Stakeholders (internal / External)  
Business case generation / presentations  
Ongoing review and management of commercial portfolio  
Influencing commercial culture within the EHDC

This innovative project is still in early start-up phase and awaits the arrival of key senior personnel - following an intense period of work (laying the foundations & processes identified in above for over 200 business model ideas) I have hopefully contributed to providing a solid & robust platform for the incoming team.

This was a challenging and rewarding experience (working with a very vibrant and talented EHDC team) and I would be interested in pursuing similar work in future - please contact me if you have opportunities in this specialist area (Contract/Perm) - I am happy to discuss my own personal views on where Local Authorities can generate future independent income streams to support their core activities.

With UK Local Authorities experiencing significant reductions in future funding, such initiatives are essential to help maintain Core services. The EHDC are to be applauded in their foresight on this and I wish them every success in this venture.

Novartis  
Senior Finance Manager

February 2007 - June 2014 (7 years 5 months)

UK / Switzerland

Finance business Partner, Financial Planning, Budgeting & Reporting for the Respiratory Disease Area of this Swiss based Global Blue Chip Company (\$57Bn T/O 2012) alongside supporting many other global projects and initiatives.

Financial business partner to the Respiratory Global Team

Budgets, Planning and Forecasting - Variance analysis

KPI development and reporting

Development/maintenance of management reporting systems and databases

Project Accounting and support

Participation in a variety of Corporate initiatives and programmes - representing the Dept.

Note - This role sadly ended in June 2014 when Novartis closed the Horsham site. I chose not to relocate abroad due to family commitments.

## Environment Agency

Accountant

February 2004 - 2007 (3 years 11 months)

Worthing

The Environment Agency is the Gov body created to Protect and Develop the Environment in the UK (Air, land, Water)

Recruited as the management accountant for SUSSEX area in UK.....an interesting (and topical) role which provided a good insight into how Public Sector organisations work and the challenges of managing Flood defences with limited budgets....after successfully supporting the Sussex region for 3 years the EA began consolidating the Southern Regions which lead me to seek new challenges back in the Private Sector.

## VIRGIN Atlantic Airways

Accountant

December 2003 - January 2004 (2 months)

Gatwick

interim Contract role for 2 months :-

Finance Manager - Engineering, Flight Deck, Cabin Crew ,Cargo

## American Express

### Accountant

June 2002 - August 2003 (1 year 3 months)

New York / UK

I was recruited as a Finance business partner and to transition key business processes from the New York team back to the UK (role initially based in Manhattan)

after successfully completing the task and consolidating/improving core processes - my UK responsibilities were then outsourced to India and I decided to leave the company.

## Virgin Atlantic Airways

### Finance Manager

February 2002 - March 2002 (2 months)

Gatwick

interim contract role supporting Cabin Services teams - created 2002/3 manpower budgets + development of improved forecasting and planning tools/processes

## British Airways

### Financial and Commercial Manager

June 1997 - November 2001 (4 years 6 months)

Gatwick

Commercial/Finance roles increasing in Seniority and responsibility for the Air Miles (Now Avios) and BA Miles loyalty currency organisations - see below

## AIR Miles Travel Promotions

### Financial and Commercial Manager

June 1997 - November 2001 (4 years 6 months)

Joined as the finance business partner/manager for this Marketing / Sales based company responsible for managing BA's loyalty based rewards and currencies (BA Miles / Air Miles).

Promoted into the Commercial manager role (alongside my finance duties) as the company enjoyed increasing success in the late 90's and into the early millennium period - becoming one of BA groups most profitable subsidiaries.

Sadly the tragic 9/11 events lead to the rapid downsizing of the company and after assisting in this process as a member of the Senior management team I took the decision to seek alternative growth industries

### Securicor (BT/Cellnet)

Finance Business Partner - Customer Services

March 1992 - May 1997 (5 years 3 months)

redhill

Finance business partner / senior accounting roles with increasing responsibility during a period of exponential growth in the Mobile Phone industry....during my time I transitioned from mainstream reporting into a finance partnering role for all customer service activities (Billing / Call centre / Debt management) and was finance support for a major outsourcing project re new customers. This highly successful and profitable subsidiary of Securicor was eventually bought by BT/Cellnet and I was offered a role relocating to Leeds but declined.

### Rap jumping Australia

Partner and Senior Instructor

February 1990 - June 1991 (1 year 5 months)

Cairns, Australia

A form of rope work started by the Australian Army in the late 1960s which was known as the "Carabiner Rundown" and internationally known as the Aussie Rappel because of its origin. Peter "Macka" MacKail created the name "Rap Jumping" to describe his style of forward free-fall jumping and based it in Cairns, Australia as early as 1988. Founder, Peter gained Certification while serving with the Australian Special Air Service Regiment (SASR).

Commercial operation of Rap Jumping started in 1989 with the issue of permits from the Mulgrave Shire Council in the Barron Gorge Cairns on the site known as the Hinge (Split Rock), and Macka's Bluff which has six different jump faces.

This led to jumping from high rise buildings. The first of the buildings jumped was the Pacific Hotel, Cairns in 1989 (see linked Video), and subsequently the first fully commercial operation at the Gold Coast International Hotel, Surfers Paradise.

My Role was as a Senior Instructor and Business Partner providing Commercial and Finance support for the companies Training operations, Promotional and Stunt work for Movies, commercials and TV.

I had the time of my life but sadly had to return to the UK due to Visa restrictions so the adventure ended all too quickly for me.

Peter Sadly Passed away in 2014 but his legacy lives on around the world helping people face and beat their fears .....

Here's footage of our instructor team jumping off the Pacific Hotel Cairns....Macka and my own jump footage was cut out of the brief TV slot for channel 9 (rest of team were far more photogenic !)

## Various

Finance roles - Various (Interim)

September 1989 - June 1991 (1 year 10 months)

### Various

During this period I worked in a variety of different roles whilst also travelling extensively around the Globe. I Backpacked across most European Countries, North America, the Hawaiian Islands, Canada, the Far East and then concluded my travels working in Australia and New Zealand as a Director for an SME in the Adventure sports market (See separate role) - a fascinating and diverse time of new experiences for me before returning to the UK to continue a Finance Career.

## Shell

Accountant - Back Office Trading Divisions

January 1977 - August 1989 (12 years 8 months)

### London

Worked in Shell's Vibrant and Dynamic Trading Company - Back office accounting / support / business partnering to Oil and Gas Traders - Qualified as Accountant whilst working full time in various roles increasing in responsibility and grade - finally offered senior accounting role in Brunei but wanted to take a break from the Oil industry to travel

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## Education

### Accountancy

FCCA, Accountancy · (1980 - 1985)



## Selhurst High School for Boys

A levels, maths , English , Chemistry · (1972 - 1977)