

# TERENCE BECKETT

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Energetic, proactive, innovative and experienced Associate Director. Able to consistently deliver solutions in a competitive international environment on an operational level whilst generating an increasing income stream through effective team and client management. I am driven by results delivered in an ethical responsible manner with a desire to create long lasting associations and relationships to the benefit of an organization which makes a difference.

## PROFESSIONAL COMPETENCIES

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- International Business development
- Project management and delivery
- Management and structure reviews
- Performance monitoring
- Strategy planning
- Financial reporting
- Training Strategy
- Training delivery
- BREEAM consultancy
- Stakeholder liaison
- Governance
- Accreditation and certification
- Scheme development
- Influencing and negotiation
- Operational management
- Key note speaker

## CAREER HIGHLIGHTS

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- Reinvigorated the BRE innovation park by winning and delivering £520K income in 8 months from a standing start including 3 new builds and additional quotes for the wider BRE group of £220K.
- Developed international trade opportunities for the BRE group with Kenya, Khazaksthan, Malaysia, Bulgaria.
- Worked with marketing from a commercial perspective on managing and representing BRE at key UK and international events including: “MIPIIM UK, MIPIIM Cannes, MAPIC Cannes, EXPO Real Munich, BIM live Mnchester and Ecobuild London.
- Designed, and developed an international framework in which the BREEAM National Scheme Operators operate in the implementation of BREEAM In-Use International.
- Designed and developed complex training structures for training programs for key clients incorporating innovative blended learning techniques
- Hosted high level political and business dignatries from around the world

- Inputted advice and guidance into technical publications including:
  - BRE Trust publication “Integrating BREEAM Throughout the design process”
  - The concrete Centre guidance publication “Concrete and BREEAM”.
- key note speaker internationally and within the UK on sustainability issues and product certification training schemes.
- Created and maintained relationships with professional institutes and worldwide green building councils.

## CAREER SUMMARY

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### **Director Founder catalyst consult**

**2015 – 2016**

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I set up Catalyst as a sole trader offering BREEAM consultancy and training to the Industry as well as promoting sustainable products too.

I have worked with a number of clients from my BRE days both in the UK and Internationally and promoted three SME’s to the market increasing their product share.

I am also non executive director of sustainability for Build Insight a consultancy operating throughout the east of England.

And I am mentoring a PHD student from Brunell nUniversity on his Sustainability degree and new product launch.

### **Associate Director Corporate Development**

**2014 – 2015**

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Responsible for the commercial drive of the world leading innovation park in Garston resulting in it being re-invigorated with three new buildings and several new innovative products being supported and also securing significant cross group income for new build and research programs. This role demanded that I hosted dignitaries from around the world including government ministers from Kenya, Malaysia, Kazakhstan, China and many European countries.

- Developed and implemented a business development plan for the innovation park to deliver growth
- Reinvigorated the innovation park by securing 3 new builds and 5 new additional innovative products
- Delivered 6 unique events on the Innovation Park in partnership with CITB, RIBA and UKTI which raised the park profile and introduced new customers to BRE.
- Enhanced park systems and processes in compliance with our ISO requirements
- Managed the new build installations from a H and S perspective as a trained BRE competent person
- Primary focus for new innovations being presented to the group giving me the chance to help new products to come to market.

**BRE Global**

Having successfully run and developed the BREEAM training business for BRE Global for a number of years I was asked by the chief executive to co-manage BREEAM whilst developing products and teams to deliver revenue growth against the strategic business plan, which I did through good client relationship management, setting up collaborations with similar industry associations and professional bodies both in the UK and Internationally.

This led on to working for BRE group on key projects and strategies for sustainable international growth of the wider business associated with the certification and consultancy arena of our fire, security, construction and sustainability business, specifically focusing on the development of BREEAM Internationally which has now become the dominant building certification scheme in Europe with 80% market share.

- Improved the compliance of the training and certification business through internal due diligence tests.
- Encouraged a “can do” culture within the teams I interacted with and managed and encouraged the personal growth of my teams.
- Enhanced the reputation of BREEAM certification through effective engagement with BRE’s client base
- Developed the framework and encouraged industry buy in for an installer scheme for electric vehicle charge points.
- Developed a number of engagement frameworks throughout the BREEAM National scheme operator networks which required simple solutions to complex problems and a tactical strategy on the wider engagement of all stakeholders.
- Continued my key note speaker diary with regular international speaking engagements from Serbia, Bulgaria Poland and Brazil both in person and via web links.
- Established delivery partner agreements with external education providers to maximize brand exposure and profitability.
- Delivered monthly financial/ business reporting and forecasts to the monthly BRE Global/Group board meetings.

**BRE Global**

A challenge to take on the role during a time of product evolution with changes to the certification standards in which we trained; we maintained the income throughout this period through sheer tenacity and exemplar customer service.

- Took responsibility of the day to day activities of a busy external facing training department with a 1.2M income and increased income to 1.7M in a depressed market through wider international engagement.
- Increased the size of the team to focusing on growth of the business into different markets
- Developed a robust set of internal and external procedures to comply with our UKAS accreditation under ISO 17024 and ISO 45011
- Project managed several projects to completion including BREEAM AP qualification, BREEAM in-Use International update, and BREEAM In-Use client training.

**Technical Trainer****2009 – 2010**

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**BRE Global**

After an unexpected redundancy at the beginning of the recession I decided to take a step back in order to keep myself in gainful employment with an eye on progressing back up the career path as soon as possible.

- Delivered and developed the full portfolio of BREEAM assessor certification training courses both in the UK and internationally

Used my retail selling skills experience to enhance the skill set within teams across the BRE Group.

**INTERESTS**

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I love to travel both in the UK and internationally for leisure or business and this allows me to indulge myself in experiencing different cultures, I am also a keen cook and baker and love being creative in the kitchen which is enhanced through my travel experiences.

I am an avid Formula one fan with a particular interest in both McLaren and Force India (I've been fortunate to have private tours of both team factories in a professional capacity)

I also enjoy the countryside and can often be found enjoying long walks; finally I do enjoy reading either travel books or crime thrillers.

**REFERENCES**

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Personal references available upon request additional references available on LinkedIn.