

INTRODUCING



DAVID SELVES

A

Non-Executive Director

*A formidable panel chairman, interviewer, broadcaster, serial entrepreneur
and an invaluable Non-Executive Director*

A highly experienced generalist with a diversity of thinking

*A man with a creative mind whose successful experience of past economic downturns
will be an innovative and invaluable addition to your team*

“Vision,” wrote Swift in 1711, “is the art of seeing the invisible.”

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DAVID SELVES

NON-EXECUTIVE DIRECTOR

START UP AND BUSINESS DEVELOPMENT SPECIALIST / COMMERCIAL OPPORTUNITY FACILITATOR

'An initiator who makes things happen'



David is an award-winning, results driven entrepreneur and board contributor, retaining a wealth of experience spanning a 50-year career in business development and transformation, predominantly focused in finance, including property development, media, leisure, and hospitality sectors. He is constantly abreast of current affairs and politics, supporting his future focused business acumen and thought leadership positioning. Incisive, he identifies commercial opportunities and develops strategies that underpin business growth and sustainability, achieving significant success in positioning organisations for sale.

David is a formidable panel chairman, interviewer, broadcaster and invaluable Non-Executive Director

A highly experienced generalist with a diversity of thinking

David has weathered economic downturns for decades and inspired fightbacks – his successful experience of past economic downturns will be invaluable addition to your team



Interviewing the American Ambassador, Louis Susman



Chairing at the HOSPA Conference 2019



Presenting on Radio Faversham

CORE COMPETENCIES

Commercial Acumen » Business Development » Governance » Growth Strategy » Networking » Business Sale
» Business, Asset & Risk Investment » Political & Economic Awareness » Business Transformation » Financial
Acumen » Corporate Planner » Business Fundraising » Property Development Finance » Stakeholder
Representation » Relationship Building » Thoughtful Leader » Visionary » Strong EI and EQ » Diplomacy
» People management

KEY ACHIEVEMENTS & CONTRIBUTIONS

BOARD CONTRIBUTIONS

Founding Ambassador , UN-Shield, The elimination of war between sovereign states	1995 - present
Deputy Chairman , London Press Club	2000 – present
Founding Board Member , Small Business Bureau under David Trippier, Minister for Small Business and regional Chairman	1985 - 1988
Chairman & President , Chamber of Commerce	1978 - 1983
Board Member , Ethical Publisher’s Association	2019 – present
Trustee , Abbey Physic Community Garden	2016 – 2018
Trustee , T S Hazard Sea Scouts	2015 – 2019
Founding Member , Only Connect – Breaking Boundaries	2019 - present

BUSINESS DEVELOPMENT & TURNAROUNDS

- Identified a viable commercial opportunity to dissolve a failing business and reinvent it. Developed a forward-focussed transformation strategy to transition a public house into a boutique hotel. Successfully secured accreditation for culinary excellence in the Red Sails Restaurant (2 AA Rosette) at the 4-Star Faversham Creek Hotel.
- Transformed a failing local public house into an award-winning establishment within a 12-month period, led all renovation and profit driving activity. Received industry recognition for the transformation, securing the British Institute of Innkeeper’s Best Newcomer award in the South-East region. Successfully increased turnover from around £125k to £500k. Sold the business in 2017.
- Creating more than 100 jobs by successfully starting a new business across several disciplines and selling them on.
- Resurrected numerous declining businesses across a varied range of sectors, including the turnaround of an underperforming dry-cleaning business losing approx. £20k per week. Developed operational and people strategies, to improve governance structures, restructured the operating procedures and opened new outlets, secured commercial and hotel business and made profitable in 24 months having taken it over then sold it.
- Advised numerous struggling small businesses across a variety of sectors on basic structures using clarity and diversity of thought.
- Joined struggling kitchen and window replacement company, identified weaknesses, introduced new structures and systems.
- Joined a successful cook to create a bistro which was formatted as a “female pub” this was a visionary project of its time (1970’s) which was hugely successful.
- Restructured the London Press Club in 2001 to put it on a sound footing, building up reserves to see it through the credit crunch.

COMMERCIAL & CHARITABLE FUNDRAISING

- 50 years involvement with various charities local and national.
- Successfully raised funding for business in all sectors including asset and risk money.
- Successfully raised millions to support various property developments, providing debt and risk money to both residential and commercial projects.
- Astute in modern Fintech, helping to provide services that compete with traditional financial methods to improve activities in finance.
- Operated as a Voluntary Auctioneer for charity events ranging from prestigious London venues, such as the Oval Cricket Ground and Kensington Roof Gardens to smaller local establishments, raising almost £1m.



Auctioneering for Leadership Through Sport



Interviewing the Indian High Commissioner at The London Press Club



Folding raffle tickets at the Dorchester Fishing Club, the oldest fishing club in England

POLITICAL & ECONOMIC ACUMEN

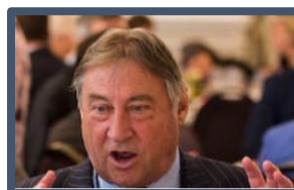
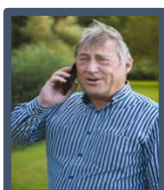
- Ensured Selves Group remained profitable and successful throughout a series of significant economic downturns.
- Proven awareness and anticipation over decades of the future impact of what Harold MacMillan referred to as, "Events, dear boy, events", epitomised by booking Richard Tice, Chairman of the Brexit Party, in July to be his guest at the London Grill Club in December which was then the middle of the General Election Campaign.

EXECUTIVE CAREER CHRONOLOGY

Owner , The London Grill Club	2007 – Present
Owner , Money4Business	1982 - present
Owner , Selves Group	1978 – Present
District Councillor , Mid-Sussex	1986-1987
Parliamentary Candidate , Bassetlaw	1987
Corporate Planner , Midland Bank	1976 – 1978

PROFESSIONAL DEVELOPMENT & ADDITIONAL INFORMATION

Associate, Chartered Institute of Bankers
Freeman, Guild of Entrepreneurs | **Patron**, International Women Empowerment Events
Freeman, City of London | **Presenter**, Radio Faversham | **Founder**, Faversham Food Festival



DAVID SELVES

PSYCHOMETRIC PROFILE



PERSONALITY PROFILE

Developer

David is of a personality type known as 'Developer'. Developers are so named because they constantly seek to build on their skills and experience. These characters do not rest on their laurels after an achievement, always striving to reach greater heights.

Focused, they usually accomplish whatever it is they set out to do. These personalities can be seen as adrenaline addicts and they do need an environment in which they can test and prove themselves.



These people prefer to find their own solutions to problems without any restrictive influences. They like independent action and direct reward for their efforts (for example, commission).



BEHAVIOURAL PROFILE



David prefers an environment of clear expectations, with defined procedures and frameworks in place. If these are absent or below par, he may seek to implement or improve them. Within such an environment, David is comfortable exerting his assertiveness.

People often perceive him as a commanding presence, and he is unlikely to submit or abandon opinions he believes in (because of the influence of another).

David shoulders a lot of responsibility, in the belief that sharing it is to rely on others for his own success. He prefers to take ownership of duties so that they can be done exactly as he thinks they should be.

David is happy to decide for others in order to inject structure. David is pragmatic about the fact that with rank comes certain privileges and is comfortable with this. He defends his decisions and beliefs in the face of resistance but does not take kindly to contention - David expects others to respect his authority.

David prefers a stable environment. He appreciates the value of clarity, order, and defined expectations and procedures. In his view, change without appropriate infrastructure can amount to turbulence and disruption. David is likely to deploy tried and tested methods because he knows that they work.



OCCUPATIONAL PROFILE

David is not afraid of the spotlight should it come his way, and is also happy to share attention with others.

David can detach himself from matters to make objective assessments.

Tasks such as administration offer little stimulation for David. He may become bored with repetitive mundane activities, which are among his least preferred ways to spend his time. He is likely to delegate routine duties when possible.



Interviewing the American Ambassador,
Louis Susman



HOSPA Conference 2019



Folding raffle tickets at the Dorchester Fishing
Club, the oldest fishing club in England

PERSONAL CHARACTERISTICS



David welcomes opportunities to inject variation. He may involve himself in differing projects simultaneously to satisfy his desire for stimulation through a range of activity. This is an important factor in how satisfied he is with how he spends his time. David becomes dissatisfied if his days consist of repeating the same activities for a protracted period.

David is willing to venture out of his comfort zone when necessary. If there are occasions on which risk should be confronted, David will not shy from this - he views risk as part of the spice of life.

David is unlikely to suffer a crisis of confidence as he possesses a high amount of self-belief.

David enjoys interaction with others. He has no particular need for time alone.



ARTICLES AND INTERVIEWS

Articles and Interviews featuring David Selves
Access the bit.ly web links for free by joining up via bitly.com

David Selves - Coverage Table 2018				
No	Date	Media Outlet	Article Heading	Web Link
1	30.11.18	HR Grapevine	What can HR learn from I'm A Celebrity Get Me Out of Here?	https://bit.ly/2U24t6o
David Selves - Coverage Table 2019				
No	Date	Media Outlet	Article Heading	Web Link
1	09.01.19	Start Up Donut (Web)	Is it possible to plan for post-Brexit?	https://bit.ly/2VGMlup
2	13.01.19	Appetite (Web)	Bolton under fire	https://bit.ly/2Da553L
3	19.01.19	talkRADIO	Interview on 'The Steph and Dom Show' on mental health in the workplace	https://bit.ly/2FWFnBm
4	27.01.19	Men's Radio Station	Interview on mental health in the workplace	https://bit.ly/2SmTtTe
5	03.02.19	BBC Radio Humberside	Interview on National Sickness Day	https://bbc.in/2GIZRbU
6	04.02.19	BBC Radio Lancashire	Interview on National Sickness Day	http://bbc.in/2MPNlnJ
7	04.02.19	BBC Radio Jersey	Interview on National Sickness Day	https://bbc.in/2DShSYG
8	04.02.19	Love Sport Radio	Interview on National Sickness Day	http://bit.ly/2TvKNr8
9	04.02.19	talkRADIO	Interview on National Sickness Day	https://bit.ly/2HSigDM
10	04.02.19	Croner-i	Leader or Manager?	http://bit.ly/2DbtAMw
11	06.02.19	BBC Radio Kent	Interview on National Sickness Day	https://bbc.in/2tipaPs
13	08.02.19	Entrepreneur Club (Web)	Choosing a CEO	http://bit.ly/2HYHlnm
14	08.02.19	HR News (Web)	Top business advice/tips for 2019	http://bit.ly/2DZZ3Di
15	12.02.19	Politico (Web)	POLITICO London Playbook, presented by BP: Can I kick it? - Yes you can - Fortnite: Battle Royale	https://politi.co/2N3PTbv
16	04.03.19	My Entrepreneur Magazine (Web)	Fake news and its implications for the media	http://bit.ly/2EMobxB
17	10.04.19	The Times Online	The Times diary, April 11: Hallowed be thy game	http://bit.ly/2UrZkIS
18	11.04.19	The Times (Scotland)	Hallowed be thy game	Page 11
19	11.04.19	The Times	Hallowed be thy game	Page 11
20	16.04.19	Daily Mail (Scotland)	Theresa May's recent online video	Page 38
21	16.04.19	Mail Online UK (Web)	Prince Charles's Scottish stately home is promoting nearby spiritual sanctuary	https://dailym.ai/2GI3vfs
22	16.04.19	Daily Mail	Theresa May's recent online video	Page 38
23	16.04.19	The Ethical Publishers Association (ETHPA)	The Selves Group Business Advisor David Selves joins ETHPA as a member of our editorial advisory board	http://bit.ly/2KKZzKw
24	14.05.19	Politico EU (Web)	Lester Speaks	https://politi.co/2Q4IFXq
25	16.05.19	Media Republic (Web)	How Entrepreneurs Can Create Successful Podcasts	http://bit.ly/2JqfkF9
26	16.05.19	The Entrepreneurs Magazine (Web)	How Entrepreneurs Can Create Successful Podcasts	http://bit.ly/2WNFWmA
27	03.06.19	Entrepreneur Handbook (Web)	Non-Executive Directors: Everything you need to know (and why NEDs matter)	http://bit.ly/2MmIxmJ
28	03.06.19	Wealth & Finance International (Web)	The skills needed to become an independent non-executive director	http://bit.ly/2XiWxp4
29	06.06.19	Royal Bank of Scotland (Web)	Five practices for a professional workplace	http://bit.ly/2IOuWxy
30	10.06.19	Banking Circle	Financial inclusion for Europe's SMEs	Page 11
31	11.06.19	Politico EU (Web)	POLITICO London Playbook, presented by BP: Cabinet cringefest ? News from the bunker ? Labour at war (if anyone notices)	https://politi.co/2X0Z4RH
32	02.07.19	The Paytech Magazine	Time to shine	Page 26
33	29.08.19	The UK Newspaper (Web)	David Selves - How Businesses Can Prepare For A No-Deal Brexit	http://bit.ly/32fb14W
34	23.09.19	Raconteur (Web)	Can agile principles help business cope with Brexit?	http://bit.ly/2n7P1Kf
35	10.10.19	Gateway 97.8 fm	Interview on World Mental Health Day	http://bit.ly/2VFUKha
36	30.10.19	Payments Cards and Mobile (Web)	Report: Payment services for SMEs? Jump-starting digital payment services	http://bit.ly/324JEdo
37	4.11.19	Paytech Magazine	Showing the love for SMEs	page 74
38	12.11.19	Mail Online UK (Web)	Featured as part of Sebastian Shakespeare article	https://dailym.ai/33HOUVX
39	13.11.19	Daily Mail	Featured as part of Sebastian Shakespeare article	Page 38
40	13.11.19	Daily Express (Web)	Mentioned in the article: Labour grandee fumes at Boris Johnson as he claims Tories have COPIED Jeremy Corbyn	https://bit.ly/373Ygxl
41	13.11.19	Daily Mail (Scotland)	Featured as part of Sebastian Shakespeare article	Page 38
42	14.11.19	Fintech Finance (Web)	Big changes ahead of small business banking	http://bit.ly/2Oc5zKP
43	15.11.19	Daily Express (Web)	Lord Peter Hain compares Extinction Rebellion's 'save us all' movement to the Suffragettes	https://bit.ly/2XqFjJX
44	16.11.19	Daily Express (Web)	Royal revelation: Lord Hain lifts lid on touching call between Queen and Nelson Mandela	https://bit.ly/2XoRfmp
45	20.11.19	Daily Express (Web)	Lord Hain calls for the House of Lords to be SCRAPPED and replaced with US style senate	http://bit.ly/37wYcXo
46	02.12.19	talkRADIO	The Business Breakfast with James Max	http://bit.ly/2Pe0JgD
47	03.12.19	Politico (Web)	POLITICO London Playbook, presented by Lloyds Banking Group: Time for Trumpton — Grim up north — Miner problem	https://politi.co/2DIT98k
48	04.12.19	Evening Standard	Once bitten, Tice shy	Page 20
49	04.12.19	Yahoo! UK and Ireland (Web)	The Londoner: Big Ben foundry wins a reprieve	https://yhoo.it/364eeWX
50	14.12.19	Daily Express (Web)	David Starkey calls for House of Lords abolition: "It represents nothing!"	http://bit.ly/2sHcncT

David Selves - Coverage Table 2020

No	Date	Media Outlet	Article Heading	Web Link
1	04.01.20	The Fintech Magazine	Showing the love for SMEs	Page 65
2	06.01.20	Daily Express (Web)	Boris Johnson House of Lords reform: How peer called for EU-style chamber after Brexit	http://bit.ly/2rXjU6K
3	22.01.20	Deutsche Welle (Web)	World in Progress: How are you doing today?	http://bit.ly/30O34EC
4	04.02.20	The Armed Post (Web)	Is Barnier now just Macron's PUPPET? Brexiteer snaps at French leader pulling EU strings	http://bit.ly/3bn3Mxk
5	04.02.20	Daily Express (Web)	Barnier under Macron's instructions? Lord Owen snaps at French leader pulling EU strings	http://bit.ly/38dZshP
6	05.02.20	The Armed Post (Web)	Brexiteer Lord David Owen calls for the abolition of `ABSURD" House of Lords	http://bit.ly/39oolSU
7	05.02.20	Daily Express (Web)	Brexiteer Lord David Owen calls for the abolition of `ABSURD" House of Lords	http://bit.ly/2tGfxxM
8	06.02.20	Daily Express (Web)	Lord Owen predicts HUGE crash in UK-EU negotiations but tells Britons NOT to worry	http://bit.ly/2UH6MP1
9	07.02.20	The Armed Post (Web)	Lord Owen blames McDonnell NOT Corbyn for Labour's embarrassing election defeat	http://bit.ly/2vnYNf6
10	07.02.20	Daily Express (Web)	Lord Owen blames McDonnell NOT Corbyn for Labour's embarrassing election defeat	http://bit.ly/39iTzA0
11	08.02.20	Daily Express (Web)	Britain after Brexit: Lord Owen reveals plan to get rid of London-based elite	http://bit.ly/2vmu6ac
12	08.02.20	The Armed Post (Web)	Britain after Brexit: Lord Owen reveals plan to get rid of London-based elite	http://bit.ly/3brhTBO
13	09.02.20	Daily Express (Web)	SNP plot exposed: Lord Owen lifts lid on Nicola Sturgeon's general election strategy	http://bit.ly/38q2Eax
14	11.02.20	Daily Express (Web)	Labour peer exposes Jeremy Corbyn's Brexit shambles: `He wanted out in 2019 election!'	http://bit.ly/37g5gpR
15	11.02.20	The Armed Post (Web)	Jeremy Corbyn's Brexit shambles exposed by Lord Owen: `He wanted out in 2019 election!'	http://bit.ly/37klzRo
16	12.02.20	Daily Express (Web)	Lord Owen reveals how BBC can get rid of London-based elite and Brexit bias	http://bit.ly/2UKvOwQ
17	12.02.20	The Armed Post (Web)	Lord Owen reveals how BBC can get rid of "London-based elite and Brexit bias	http://bit.ly/37gu3KI
18	24.02.20	The Armed Post (Web)	EU plot: Emmanuel Macron's `Brexit whisperer' during EU negotiations unmasked	http://bit.ly/2Vjzg1R
19	24.02.20	Daily Express (Web)	EU plot: Emmanuel Macron's `Brexit whisperer' during EU negotiations unmasked	http://bit.ly/2VjSEf2
20	25.02.20	HR Review (Web)	David Selves: The challenges for HR to prove the value of wellbeing initiatives to business?	https://bit.ly/2PhO11I
21	25.02.20	The Armed Post (Web)	Brexit U-turn: How `flip-flopping' EU offered UK Canada-style trade deal	http://bit.ly/32rYRHn
22	25.02.20	Daily Express (Web)	Brexit U-turn: How `flip-flopping' EU offered UK Canada-style trade deal	http://bit.ly/2w6bGuZ
23	26.02.20	Daily Express (Web)	Brexit fury: Lord Owen exposes Tony Blair's obsession with taking UK into eurozone	https://bit.ly/382ppQJ
24	26.02.20	The Armed Post (Web)	Brexit fury: Lord Owen exposes Tony Blair's obsession with taking UK into eurozone	https://bit.ly/3cgPeQu