

# DAVID PATON

## Chief Executive Officer / Chief Operating Officer

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 Stamford, UK

## SUMMARY

Goal-oriented Chief Executive Officer with 20+ years experience in the sports and professional services sectors. Demonstrable operational turnaround and commercial growth success. Seeking C-Suite and other executive opportunities to drive commercial and operational excellence within an appropriate organisation.

## RELEVANT EXPERIENCE

**2012 - Present**

London, UK

### Founder & Chief Executive Officer

**Kinross Sport**

- Billings in excess of £4m since founding the business, generated from strategy, operational change and revenue growth assignments
- Led the turnaround of Spartan Race UK from £750k loss to £30k profit within 10 months
- Created new, innovative triathlon event and negotiated multi-six figure title sponsor ahead of launch

**01/2022 - 02/2023**

Peterborough, UK

### Chief Executive Officer

**Peterborough United Football Club**

- Non-central distribution revenues increased 20% year on year despite relegation from the EFL Championship to League One
- Led strategy and implemented operational plan for the Emirates FA Cup match v Manchester City, creating additional one-off revenues of £600,000 from match
- Wrote new organisational structure to simplify reporting lines and drive efficiency
- Created a new HR department. Before hiring new HR Manager, saved the Club over £120,000 in inherited former employee claims through mediated settlement

**02/2019 - 10/2019**

Blackpool, UK

### Interim Chief Operating Officer

**Blackpool FC**

- Originated and closed front of shirt, back of shirt and back of shorts for total of £225,000 for the 2019/20 season, not only achieved within six weeks but highest value kit in League One that season
- Negotiated the opportunity to have a mental health campaign on change kit to start the important conversation in and around Blackpool for young men with addictions and mental health concerns
- Originated and closed six-figure naming deal for Family Stand with international brand including an innovative partnership with a local business for the benefit of families visiting the stadium
- Led on multiple Cap-Ex projects including upgrade of existing training facilities, planning of new training ground, stadium upgrades, 1st Team changing room refurbishment

**07/2008 - 10/2012**

London, UK

### Chief Sports Advisory Officer

**Grant Thornton UK LLP**

- A member of the Operations Advisory and Post-Merger Integration department prior to winning new business within the Sports sector and asked to create and lead the Sports Advisory Group
- Team billings in excess of £3m per annum from Corporate Finance, Operational Change, Commercial Strategy and other advisory engagements

## STRENGTHS

### Strategic Planning

Recognised for ability to create and implement robust strategic plans

### Mentoring

Six graduate members of Kinross Sport staff have previously left the business to join organisations including Manchester City, DAZN and BVB Borussia Dortmund

### Taking On Challenges

Accepted projects that previously failed under different leadership and saw improvements across KPIs and cashflow, including Spartan Race, Blackpool FC & Peterborough United FC

### Network

Maintained industry relationships and partnerships at C-Suite level for 10+ years both in the UK and US

## EDUCATION

**2003** **Certificate of Proficiency in Insolvency**  
Insolvency Practitioners Association

**1998 - 2002** **BA (Hons) in Accounting & Finance**  
Aberdeen Business School, Aberdeen

## CORE SKILLS

- Leadership
- Financial Management
- Operations
- Business Strategy
- Revenue Generation
- Project Management