

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

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

Mentoring

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

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