

# TERENCE BECKETT

---

Energetic, proactive, innovative and experienced Associate Director. Able to consistently deliver solutions in a competitive environment. Responsible for generating an income of 1.7M 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 the business and motivated to work in an organization that makes a difference.

## PROFESSIONAL COMPETENCIES

---

- Project management and delivery
- Management and structure reviews
- Performance monitoring
- Strategy planning
- Business development
- Financial reporting
- Relationship building
- Stakeholder liaison
- Governance requirements
- Accreditation and certification
- Scheme development
- Influencing and negotiation
- Administrative management
- Key note speaker

## CAREER HIGHLIGHTS

---

- More than 10 years' experience in developing, motivating and leading highly effective teams and individuals.
- Designed, developed and implemented 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
- Inputted operational advice and guidance into the BRE Trust publication "Integrating BREEAM Throughout the design process".
- Designed, developed and implemented a sophisticated training programme for both online and blended learning strategies from scratch which is now being synergized with our international partners.
- Given key note speeches internationally and within the UK on sustainability issues and security product certification schemes.

- Created an environment for the business to maintain relationships with professional institutes and worldwide green building councils.

## CAREER SUMMARY

---

### **Associate Director**

**2012 – present**

---

#### **BRE Global**

Had full control of a busy training and events department and customer service department whilst continuing to develop the business by creating a professional network to maintain and enhance the business with a like for like increase of £500K in the past 11 months.

- 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 our 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 board meetings.
- Reduced costs and increased service delivery from suppliers throughout this position.
- Diversified our training offering within the fire and security sectors of our business

### **Training and Events Manager**

**2010 – 2012**

---

#### **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 maintained income through a lean period of scheme updates

- 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**

---

#### **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 training experience to enhance the skill set within internal teams across the BRE Group

#### **National Training Manager**

**1999 – 2008**

#### **Multiyork Furniture Ltd**

Enhanced, developed and delivered a multi-discipline training program for 64 stores including: induction programs, selling skills, manager's courses, customer care courses, systems and IT development courses and technical product training.

- I designed and implemented a comprehensive mystery shopping program.
- I designed, wrote and produced online multimedia training programs and other interactive multimedia projects

---

#### INTERESTS

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 also enjoy photography although I am only a snapshot photographer with a keen eye and when the season is on I am an avid Formula one fan with a particular interest in both McLaren and Force India.

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

Personal references available upon request additional references available on Linked In.