



EDUCATION

1988 Degree in Geography, First Class Honours, Cambridge University

2014 Business Growth and Innovation Programme, Ashridge Management College

KEY SKILLS

Commercial and corporate development, stakeholder engagement and advocacy, solution design, financial modelling, partnership development, bidding and bid evaluation.

EMPLOYMENT

2015-current Partner, FCP Ltd, UK

2013-current Bid Director, Abellio Group, UK

2014-current Non-Executive Director, Wilson James Limited, UK

2010-2013 Managing Director, G4S Global Events, UK

2002-2010 Management Consultant and Interim Executive, Horseman Sewell Associates, UK, North America and Asia

1998-2002 Business Development Director, MGt plc, UK

1996-1998 Head of Sales and Marketing, Excell Global Services LLC, UK and USA

1993-1996 Account Management, Safetynet plc, UK

1991-1993 Climate Modelling Research Student, Natural Environment Research Council, UK, USA and Niger

1988-1991 Fast Stream Diplomatic Service Officer, FCO, UK

LANGUAGES

English, intermediate
German and French, basic
Arabic.



Ian Horseman Sewell is an internationally experienced and innovative business leader with particular strengths in initiating, developing and managing B2B and B2G relationships. Having worked initially in the public sector, Ian's career to date includes senior and high-level roles in several sectors, most recently passenger rail with significant involvement in public-private sector collaboration and outsourcing.

He has been successful in devising, costing and selling propositions to commissioning authorities and clients ranging from international telecoms companies to London 2012, particularly those involving strategic outsourcing and the delivery of critical services on behalf of Government.

Ian is strongly numerate and has advanced written and verbal communications skills. He is also recognised for his ability to innovate and to negotiate complex commercial situations under intense scrutiny and pressure – by clients and stakeholders in both the public and private sector, including national and local governments and some of the world's largest companies.

In the UK rail sector, Ian led Abellio's assessment and bid strategy for the East Coast competition (which resulted in a "no bid" decision), played a key role in Abellio's negotiation with DfT of its Direct Award of a further period running the Greater Anglia franchise, and headed Abellio's successful pre-qualification for the Northern franchise competition. In parallel with this work, Ian also developed and led Abellio's first business partnerships strategy for agreements with organisations that will bring new thinking and capital to the UK passenger rail market.

SELECTED RECENT EXPERIENCE IN PUBLIC-PRIVATE PARTNERSHIPS

Abellio Greater Anglia, 2013 Lead Abellio's day-to-day commercial assurance for AGA's development of proposals and terms for its direct award to 2016 of the Greater Anglia franchise. Established detailed and close collaboration with DfT subject matter experts (stations, retail etc.) and commercial negotiators.

Northern Rail, 2013-2014 Tasked by Abellio to pre-qualify – without Serco – for the Northern Rail competition and to develop supporting partnerships which would deliver material differentiation for Abellio. Successfully achieved both new partnerships and pre-qualification.

London 2012 - LOCOG and G4S, 2010-2013 Appointed by G4S's Regional CEO to lead all commercial dealings with both LOCOG, the Home Office and Other Government Departments in the procurement and development of a £250m security services contract for the Olympic Games. Though not responsible for contract delivery, Ian's work in developing this contract – and the complex stakeholder engagement that it required - gave him valuable experience of both effective and ineffective contracting models in high profile public-private partnerships which are to deliver highly scrutinised public-facing services.

DBD Nuclear, 2008-2009 At DBD Nuclear, a specialist nuclear engineering firm, Ian led DBD's development of service propositions for the delivery of outsourced engineering services at key nuclear sites such as Sellafield and Drigg. With the DBD Managing Director, Ian also developed the company's relationship with the Atomic Weapons Establishment at Aldermaston. Throughout this work, Ian and DBD had to develop and maintain a detailed understanding of and relationships with the Department for Energy and Climate Change, the ultimate funder of all decommissioning projects that DBD supported.



IAN HORSEMAN SEWELL

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UK Visas, 2007-2008 Ian was on the G4S top table team in their bid to, and subsequent competitive dialogue with, the UK Government during its £1bn+ procurement of global biometric visa application processing. During the dialogue, Ian led all operational and financial modelling for the customer contact component of G4S's solution.