James Cook

Strategy & Growth Leader

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British Citizen Requiring EP
Currently in London, UK
Available Immediatley

Summary

15+ years of international experience across chief of staff, consulting, and strategy roles at Aon, Citigroup, and Clarivate, partnering with senior leaders on key strategic priorities spanning human capital, business performance, and innovation leadership. A career that has progressed from technical, data-driven, and operations-focused work to enterprise leadership roles advising senior executives across complex NYSE-listed organisations and entrepreneurial environments. Proven track record of delivering tangible outcomes both in-house and in client-facing engagements across banking, financial and information services sectors.

Highlights

Commercial Proposition Launch

Created notable first-year revenue through the development and commercialisation of an innovation consulting proposition.

Cost Transformation Impact

Delivered significant first-phase cost savings through strategic outsourcing and operating model optimisation.

Emerging Market Expansion

Drove year-on-year revenue growth in Taiwan and MENA through targeted go-to-market (GTM) initiatives.

M&A Origination & Execution

Built and managed an M&A pipeline, contributing to acquisition, divestiture and partnership activity.

Client Delivery Excellence

Achieved exceptional client retention through the delivery of multiple consulting engagements for global banking clients.

Consulting Practice Growth

Delivered strong revenue growth while leading a P&L and team performance for a banking corporate functions consultancy.

Experience

Clarivate

2022 - 2026

Chief of Staff (2022) → Director (2023) → Senior Director (2025)

London, UK

Clarivate is an information services provider with a focus on data-driven insights and workflow solutions, serving Academia & Government, Intellectual Property (IP), and Life Sciences sectors. It offers tools to support research, innovation, commercialisation, and decision-making. Clarivate was formerly the Innovation & Science business of Thomson Reuters prior to its corporate spin-off.

Enterprise Strategy & Transformation

- Led the IP division's contribution to the company-wide value creation plan and operating cadence.
- Built and upskilled a centralised corporate strategy team, improving operating leverage on enterprise priorities.
- Developed enterprise strategy and design with external MBB consultants, adapting priorities into plans and milestones.
- Aligned senior leaders across functions and streamlined reporting to improve decision quality and execution follow-through.
- Shaped strategic vision; supported growth initiatives, investor materials, and firm-building activities.

Growth, Commercialisation & Business Development

- Built a consulting practice with substantial wider firm revenue and significant direct consulting revenue.
- Unified IP and research teams to support a government agency's innovation strategy, generating notable commercial value over 3-years.
- Grew year-on-year revenue in target geographies including Taiwan and MENA through a new GTM strategy.

Executive Advisory & Stakeholder Leadership

- Assisted and advised the President with board, CEO, and investor communication on strategy, performance, and priorities.
- Prepared executive-ready reports and cross-functional insights to guide strategic decisions and leadership reviews.

Corporate Development, M&A & Strategic Partnerships

- Managed an M&A pipeline, delivered the Rowan acquisition, and supported the MarkMonitor divestiture.
- Formed a strategic partnership with Iprova to extend core IP workflow capabilities into invention capture.

Operational Excellence, Analytics & Leadership

- Produced an IP benchmarking pilot with leading Taiwanese semiconductor companies, supporting strategic decision-making.
- Developed the narrative for the IP division's AI strategy and prepared leadership materials for an AI investor webinar.

Aon **2013 - 2022**

Senior Analyst (2013) → Manager (2016) → Senior Manager (2019) London, UK

Aon is a financial services firm specialising in Risk Management, Insurance Brokerage, and Human Capital Consulting. It helps clients make informed decisions to protect and grow their businesses through analytics and tailored solutions.

Enterprise Strategy & Transformation

- Expanded the offering into APAC and the Private Banking sector and launched workforce deployment and spans-and-layers analysis.
- Partnered across client, delivery, and data teams to support platform enhancements and remove execution friction.
- Established a group-wide corporate support functions intelligence platform from a biannual investment banking survey.

Growth, Commercialisation & Business Development

- Principal consultant with P&L and team management responsibilities, achieved strong revenue growth over multiple years.
- Established previously absent relationships with a US universal and a British multinational through trial projects.
- Individually contributed significant annual revenue through project delivery, business development, and cross-selling.
- Generated revenue through pilot studies, proposals, roundtables, thought leadership, and ROI value proposition marketing.
- **Notable Clients:** Bank of America, Barclays, Citigroup, CLSA, Deutsche Bank, HSBC, ICBC Standard Bank, JP Morgan, Julius Baer, Millennium Management, Mizuho, Morgan Stanley, MUFG, NatWest, Nomura, Royal Bank of Canada, UBS and Wells Fargo.
- **Sponsor Departments:** Corporate functions (audit, compliance, finance, HR, IT, legal, operations, risk), investment banking (equities, fixed income, IBD and research) and private banking & wealth management.

Executive Advisory & Stakeholder Leadership

- Produced and presented findings and recommendations to senior executives including division heads, COOs and CFOs.
- Worked with a range of stakeholders including offshore data providers, financial controllers and business managers.

Operational Excellence, Analytics & Leadership

- Led a major onsite project with a Swiss bank leading to full integration of proprietary data into their reporting suite.
- Ensured exceptional client account retention through leading end-to-end delivery of multiple projects.
- Technical consultant responsible for the upkeep of a data platform used by investment banks to stay competitive.
- Collected and normalised general ledger (finance) and workforce (HR) data from a broad range of banks to build benchmarks.
- Responsible for setting out scope, resourcing, planning, reviewing, data management, sponsor sign-off, and reporting.
- Geographical focus on managing client relationships across Japan, Singapore, Switzerland, the UK and the USA.

Citigroup **2010 - 2013**

Analyst (2010) → AVP (2012) London, UK

Citi is a banking corporation offering a wide range of banking, investment, and wealth management services. It serves consumers, corporations, and governments through Personal Banking, Institutional Services, and Global Markets.

Enterprise Strategy & Transformation

- Delivered significant cost savings through outsourcing data centre support roles to offshore Centres of Excellence (CoE).
- Undertook a project management role supporting a shift to a follow-the-sun model for technology support.

Executive Advisory & Stakeholder Leadership

- Created financial reports and pitch presentations that drove cost save and service level improvement opportunities.

Operational Excellence, Analytics & Leadership

- Achieved a highly successful implementation with zero outages as project lead for a global data centre upgrade programme.
- Established a vendor management forum with technology vendors, improved service levels from "Average" to "Good".
- Deputy manager for the Wipro outsourcing agreement for the technology infrastructure CoEs in India and Poland.
- Member of the team running and recruiting for the UK Citi Technology Apprentice Programme for 2011 and 2012 cohorts.
- Line manager responsibilities for work experience colleagues and mentor to several school leaver programme participants.

Education

University of St Andrews **2010**

MSc. Management

Cardiff University **2009**

BSc. Computer Science