

# Gary Reader

## Principal Consultant

Gary is a digitally-fluent international leader, board member and advisor, working with financial services, professional services and start ups. He is skilled in developing and executing complex go-to market strategies to drive growth and capture market share.

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## About Gary

Gary spent more than 36 years of his career at KPMG in a variety of roles, the majority of them being in Financial Services and in particular insurance where he managed KPMG's global relationship with some of the biggest insurers in the world. From 2013-2017 he led the firm's global insurance sector delivering double digit growth over that time period.

In his final role at KPMG, he was the Global Head of Clients and Markets and a member of the global management team (GMT) putting him at the centre of global decision making. The GMT was responsible for the overall development and execution of KPMG's Global Collective Strategy, approving critical policy decisions ahead of going to Global Board. Gary supported the development and execution of global sector and account strategies to drive growth and worked collaboratively with the Global Heads of Advisory, Tax and Audit to implement portfolio strategies to maximise the best possible outcome for the firm. He oversaw global marketing and led an exercise to reposition KPMG's brand and helped develop and launch KPMG's ESG strategy.

Gary uses his senior global leadership experience, knowledge of financial services and love of ESG and technology start ups to support global organisations to transform their businesses by inspiring a shared team vision, finding common ground across functional lines and building confident, high performing teams and partnerships.

He has worked in over 40 countries as a member and leader of diverse high performing teams, delivering for major global clients.

## Experience

- ◆ Led the development and execution of global growth strategies across both the insurance sector and KPMG more broadly
- ◆ Helped develop and launch KPMG's Global ESG strategy
- ◆ Responsible for development of KPMG's geopolitical input to clients' strategies and managing the relationship with Eurasia Group
- ◆ Significant international experience – delivering for major global clients in over 40 countries – attuned to working in different cultures, having lived, and worked in London, New York, Zurich, and Sydney.
- ◆ Post KPMG has become an NED and advisor to a number of companies, specialising on go to market and ESG

## Education and qualifications

- ◆ ACA qualified
- ◆ First class honours BSc Business Studies, City University Business School