

TOBY HARRISON

SENIOR PR NEW BUSINESS, STRATEGIC & CREATIVE CONSULTANT

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SUMMARY

I am a natural problem solver, innovative strategic & creative thinker and consistent winner of new business pitches with 25 years of PR experience.

KEY AREAS OF EXPERTISE

- New business consultancy: Pitch leadership & guidance, pitch planning & brief breaking, agency positioning & storytelling, strategic & creative contribution, presentation & asset design, pitch/presentation doctoring and pitch team coaching & preparation
- Strategic consultancy: Strategic planning, research & insight analysis, strategic story crafting & scripting, strategy presentation development & visualisation and strategic evaluation, counsel & development for existing strategies
- Creative consultancy: Creative planning & positioning, idea generation & development, AIM (Agile Ideas Machine) hourly service for agencies that need creative fast, brainstorm facilitation and creative evaluation, counsel & development for existing ideas

EXPERIENCE

August 2016 – present
Senior PR New Business, Strategic & Creative Consultant
VARIOUS AGENCIES (England, Belgium, Brazil & Australia)
• Working with agencies to turn client and new business briefs into compelling communications campaigns comprised of thought-provoking strategic thinking, engaging creative positioning and attention-worthy ideas spanning earned media, experiential, content and social • Core focus on new business pitches, winning 75% of the pitches I lead or am significantly involved in • Created successful campaigns for Purplebricks, The Royal British Legion, Sheraton Hotels & Resorts, Campo Viejo and many more • Delivery of three new business and creativity training courses

October 2014 – April 2016
Creative Director
FLEISHMANHILLARD FISHBURN (London) – BT • Clear Channel • Breville
• Responsible for the creative direction, values, culture, process, inspiration and overall quality and output of the agency, providing senior support to over 200 employees • Worked alongside multiple divisions to respond to a variety of client and new business briefs • Created successful campaigns for BT, Clear Channel, Breville and Financial Fraud Action UK • Worked alongside the Strategic Director to lead the new business process, ensuring the agency pitched in increasingly innovative and exciting ways • Won pitches for the likes of Lendlease, Carluccio's, Bose, Financial Fraud Action UK and Clear Channel (a re-pitch won on the strength of the creative, having been told in advance that the client was planning to change agencies) • Transformed agency relationship with BT, winning the first 8 pitches during my time (prior to my joining, FHF had lost the previous 6 pitches against other agencies on the BT roster) • Won the 2017 PRCA City & Financial Awards Best Change Management Campaign for Financial Fraud Action UK's "Take Five" campaign, a campaign that is still in market today

October 2012 – June 2014
Creative & Strategic Director
HAUSMANN GROUP (Sydney) – Sony • Merlin Entertainments Group • Procter & Gamble
- Responsible for the creative and strategic direction, values, culture, process, inspiration and overall quality and output of the group's three agencies, Hausmann Communications, Open Haus and Health Haus, providing support to all account teams - Led the agency new business process and ran agency and client inspiration and training sessions - Created successful campaigns for Procter & Gamble, Sony, Vaalia and Old Spice - Created innovative series of creativity training modules that via a unique agency/university partnership are still taught to university students in Australia today

June 2011 – September 2012
Creative & Strategic Director
BANG PR (Sydney) – Universal Sony Pictures Home Entertainment • Optus • Expedia
- Responsible for the creative and strategic direction, values, culture, process, inspiration and overall quality and output of the agency - Worked closely with M&C Saatchi (who acquired Bang PR during my time at the agency) to advise on broader marketing campaigns - Created successful campaigns for Universal Sony Pictures Home Entertainment and Expedia

EARLY CAREER PROGRESSION

February 2011 – June 2011 Freelance Associate Director HILL & KNOWLTON (Sydney) Unilever • Heineken • Subway	September 2010 – December 2010 Freelance Senior Account Director HILL & KNOWLTON (London) adidas • Casio • Ford
February 2010 – September 2010 Senior Account Director SPLENDID (London) Lucozade • Guinness • Windhoek	December 2008 – January 2010 Account Director JCPR (London) Microsoft Xbox • Starbucks • Bowers & Wilkins
October 2007 – August 2008 Account Director EXPOSURE (London) Levi's • maharishi • Original Penguin	April 2007 – August 2007 Freelance Senior Account Manager KETCHUM (London) adidas • Mars
January 2006 – March 2006 Freelance Senior Account Manager HILL & KNOWLTON (London) Helly Hansen • Ariel	September 2000 – December 2005 Account Assistant – Account Manager KETCHUM (London) adidas • Warner Home Video • Sky

EDUCATION

Degree | University of Nottingham
BA History of Art

1997 – 2000

A Level | Watford Grammar School for Boys
English, History, Art

1995 – 1997