

# Paul Declat

## Experience

**2013 to September 2016**      **Barclays Private Clients International Limited**      **Jersey**

### Channel Island Platform Director

- Head of Business Management for Jersey & Guernsey. Key objectives: implement strategic change agenda, all aspects of business risk and responsibility for business management teams comprising 80 FTE.
- Strategic Change – ensuring successful implementation of a range of strategic change initiatives including separation and sale of Barclays Trust Company, transfer of clients onto core banking and investment platforms, legal entity rationalization ahead of impending structural reform.
- Led teams to consistently meet or exceed all operational and risk measures and objectives. Teams operated to budget with no significant operational or risk issues. Inspired team to high performance with high levels of engagement scores.
- Business Risk – responsible for all aspects of business risk with dedicated team of Risk managers operating across the Islands.

**2011 – 2013**      **Barclays Private Clients International Limited**      **Jersey**

### Business Manager Intermediary & Institutional Clients

- Head of Business Management for a newly established multi-jurisdictional relationship team serving our highest value and most complex intermediary and institutional clients.
- Key responsibilities included proposition development, business risk management, sales and financial performances

**2010 - 2011**      **Barclays Private Clients International Limited**      **Jersey**

### Global Client Relationship Director

- Lead Relationship for Intermediary and Institutional clients which were based in multiple jurisdictions leading Relationship Managers based in various Centre's
- Co-ordination of sales and revenue plans. Role highlighted need for bespoke business segment and differentiated products and service.

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**2003 - 2010**                      **Barclays Private Clients International Limited**                      **Jersey**

## Team Leader Intermediary Team

- Responsibility for team of 8 Relationship Managers plus support staff dedicated to Jersey based Trust and Intermediary clients
- Responsible for sales and revenue targets plus all aspects of regulatory, credit and business risks
- segment consistently met or exceeded business targets and achieved significant net revenue growth
- Established strong client relationships

**1997 – 2003**                      **Barclays Private Clients International Limited**                      **Jersey**

## Corporate Relationship Manager

- Relationship Manager for portfolio of Intermediary and Corporate clients
- Key responsibilities were to grow revenues, increase client satisfaction and ensure risk controls adhered to. All objectives met or exceeded

**1991 - 1997**                      **Barclays Bank PLC**                      **Guernsey**

## Corporate Relationship Manager

- Relationship Manager for portfolio of Local Corporate and High Net worth clients
- Key responsibilities were to grow revenues, increase client satisfaction and ensure risk controls adhered to. All met or exceeded.

**1989 - 1991**                      **Barclays Bank PLC**                      **Fenchurch Street, London**

## Relationship Manager, Financial Institutions Group

- Relationship Manager for portfolio of Southern European Banks with subsidiaries or branches in London
- Credit Manager and Business Manager for team

**1985 - 1989**                      **Barclays Bank PLC**                      **Southampton Regional Office**

## Advances Team Leader & Analyst

- Team Leader for team of credit and risk analysts working with Regional Directors in managing Credit Risk for the Region
- Working Directly for Credit Risk Director on portfolio of large credit positions

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**1977 - 1985      Barclays Bank PLC      Southampton Regional Office**

Various Branch based roles across region

## Education

2014	Institute of Directors Certificate in Company Direction
1990- 2016	Multiple internal training courses with Barclays Group
1980	Associate Chartered Institute of Bankers
1978 Education	Higher National Certificate in Business Studies – Bournemouth College for Further Education
1971-1977	Ferndown Upper School, Dorset.

## External Roles

2015-2016	President Jersey Bankers Association
2012 – 2015	Committee member Jersey Bankers Association
1991 – to Date	Treasurer Jersey Branch NSPCC
2017	Director – Music in Action – Jersey Charity providing musical therapy and outreach
2009	La Moye Golf Club member