



Lena Benjamin

EXECUTIVE SUMMARY

I am an MBA graduate with over 25 years of multifaceted startup and business experience across niches including and not limited to eCommerce, education and training, real estate, membership firms, and corporate consultancy. I am strategic, customer-focused, and extremely driven.. Available for interim, temporary and freelance roles.

HIGHLIGHTS

- Founder of online platforms started in 2002 approached by **Amazon**
- Managing Culture Panelist for Leaders First conference **Entrepreneurs 2012** at **London ExCel** with **notable keynotes** including, 42nd President of the USA **Bill Clinton**, Dragon's Den entrepreneur **Levy Roots** & Comedian **Ruby Wax**
- **Contributor** to a 2013 **Financial Times Guide** book
- Established summit event in 2015, sourcing **sponsorship** from **Avis** and **Etsy**

BUSINESS GROWTH

I have a strategic approach to business growth and development captured while working for a global Plc consultancy firm over three years and now as a freelance business consultant working with B2B Professionals

CONSULTANT

My consultative style has empowered a road map for clients to achieve their business goals. This skill has been developed over the 10 years I have been coaching executives and entrepreneurs. It is also a skill I harnessed while working with multimillion-pound key clients.

GET IN TOUCH

- Send an email to workwithlena@lenabenjamin.com
- Visit www.lenabenjamin.com/hire-lena

OTHER

- Full UK Driving Licence since 1997
- British Passport born in Bromley London UK

WORK SUMMARY

Industry Experience

1994 - Present

- **Global Engineering** - Scott Wilson PLC (Buildings & Infrastructure)
- **Global Reinsurance** - Munich Re
- **Luxury Retail** - Selfridges, Montblanc®, Harvey Nichols etc
- **Charity** -. School-Home Support etc
- **Real Estate** - The Acorn Group etc
- **Property Management** - Former Landlord in London & Kent UK
- **Trade Membership** - Electrical Contractors' Association etc
- **Internet** - Empower Business Club etc

Self-Employed

2010 to Present

- **LenaBenjamin.com**, Online Business Growth Consultant, 2010-present
- **Empower Business**, B2B Growth Consultant, 2025-present

Consulting Testimonial: 'Lena showed me how I could present my new venture to be impactful'

Other Testimonial: "Lena enabled me to think strategically which was of definite value"

Client Management Consultant (Business Developer)

Scott Wilson PLC, 2007 to 2010 (Top 10 global consultancy)

- Creating and facilitating internal CRM training and coaching programmes
- Client feedback reporting with key clients for continuous improvements
- Production of publications and newsletters to establish sales opportunities

Line Manager: "Approachable and highly intelligent, Lena proved to be an excellent communicator and coach, seeking out opportunities to add value"

ACADEMIC BACKGROUND

University of Westminster

Master Business Administration • 2010 (Merit)

London South Bank University

BA Hons in Business Studies, 1999 (Upper second class honours)

SKILLS & INTERESTS

I am skilled at identifying global opportunities to build business connections. **Podcasts:** Podcasting and interviewing experience on hosted podcasts. **Travel:** I have explored over 30 cities around the world. **Reading:** I enjoy both business and fiction literature. **Events:** I have organized various gatherings, including summits, dinners, lunches, and networking events. **Health & Fitness:** I am passionate about cooking nutritious meals and staying active with workouts from the book 100 Workouts.

