

Thank you, Paddy for presenting the prizes.

I would now like to introduce to you our guest speaker today.

He is an Old Lancastrian – Mr Patrick Earnshaw – known as Paddy who is in fact the youngest guest speaker we have had and despite being asked to speak in 2020 - when of course it was not possible due to Covid - he still wanted to speak some two years later – so many thanks Paddy!

Paddy joined LRGS in 1991 coming from Scotforth St Paul's Primary School and stayed until 1998 and was Head Boy in his last year - as it was called back then – and he gained A-levels in English, French and Spanish.

Paddy then went to Newcastle University to learn Law with French from 1998 until 2002 when he got his degree.

During his time at Newcastle, he came back to LRGS and he was a very successful telephone caller for the school's first telephone campaign in 2000 raising much needed money for school.

After university he then spent a year in the LRGS development office, doing i'm advised, a fantastic job!!

He then moved on to the St Paul's School in London to bring their alumni association into the 21st century.

About this time, he decided to move into industry and joined Travelex in their marketing department ending up as the head of group marketing after three years and then director of UK Travelex business payments.

He then joined Moneycorp as their Chief Commercial Officer.

Moving onto Worldpay as their Customer Experience Director.

In 2014 he joined a firm called Duddle Parcels as a founding member (in other words this is a startup business) he was their Chief Customer Officer launching the world's leading click and collect business with multi-million pounds of fundraising.

Paddy was responsible for all sales and marketing for the firm and he grew its consumer membership to 500,000 UK customers dealing with the likes of Amazon, ebay and Asos and grew the business to 10% of the UK parcel market all within three years!

In November 2015 paddy once again returned to school to lead our very successful promises auction as he was the auctioneer on the night and he raised over £25,000 from the various promises with the money subsequently spent on improving the school hall in New Building.

In October 2017 he joined the House of Fraser group as their chief marketing officer - being responsible for their ecommerce business across the whole group and delivering £500 million of revenue each year – as well as leading a team of 220 people.

In April 2019 Paddy joined the board of B&Q in the newly created position of customer and digital director and is still there today.

With his career to date in private equity and venture capital- backed retail, logistics and technical business Paddy brought a fresh view on how B&Q can adapt to the changing customer habits by putting the customers' needs first.

Paddy lives in Winchester with his wife Catherine and their two children who unfortunately are not here to day but we are delighted that Paddy's mother and his brother have been able to join us here today and you are most welcome.

Paddy perhaps it is time for you to speak as I'm sure everyone will look forward to hearing from you.

Paddy Earnshaw everyone!