

PATRICK DELANEY

Business Development Manager

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Business development manager with ten years of experience in professional services and consulting, currently growing the public sector practice at a Big Four firm. Personally originated £6.2 million in new engagements last year and built the local government pipeline from nothing to £14 million over three years. Previously ran BD for a mid-tier consultancy focused on NHS transformation.

EXPERIENCE

Business Development Manager – Public Sector, KPMG UK, London

Sep 2021 – Present

Leading business development for KPMG's local government and housing advisory practice across England.

- Originated **£6.2 million in new engagements** in FY2025, up from £3.8 million the year before
- Built the local government pipeline from **£0 to £14 million** in qualified opportunities over three years
- Personally manage relationships with **40+ council CEOs and CFOs** across London, the South East, and the Midlands
- Won a **£2.4 million financial resilience review** for a London borough — the largest single engagement in the practice's history

Senior Business Development Executive, PA Consulting, London

Jun 2018 – Aug 2021

BD role supporting the health and life sciences practice, focused on NHS trusts and integrated care systems.

- Generated **£4.1 million in new business** across the three-year period
- Supported bids for **23 framework agreements**, winning 18 (78% win rate)
- Built relationships with procurement leads at **15 NHS trusts** across the South of England

Business Development Executive, Capita plc, London

Jan 2016 – May 2018

Supported the government services division in identifying and pursuing outsourcing and transformation opportunities.

- Managed the bid pipeline tracker covering **£60 million in opportunities**
- Co-authored **12 major bids** for central and local government contracts
- Organised client events and roundtables with attendance of **30–50 senior officials**

Graduate Analyst – Strategy & Operations, Deloitte UK, London

Sep 2014 – Dec 2015

Two-year graduate programme with rotations across strategy, operations, and public sector consulting.

- Worked on a **£1.8 million DWP digital transformation** project as a junior analyst
- Produced market analysis reports used in **4 successful bids** worth a combined £3.2 million

EDUCATION

MSc in Public Policy & Administration, London School of Economics, London

Sep 2013 – Jun 2014

Distinction. Thesis on public-private partnerships in UK infrastructure delivery.

BA (Hons) in Politics & Economics, University of Exeter, Exeter

Sep 2010 – Jun 2013

First Class Honours.

SKILLS

Business Development Strategy, Public Sector Procurement & Frameworks, Client Relationship Management, Bid Writing & Proposal Management, Pipeline Development & Forecasting, Salesforce CRM, Stakeholder Engagement, Market & Competitor Analysis, Contract Negotiation, Event & Roundtable Organisation

CERTIFICATIONS

APMP Foundation – Bid & Proposal Management, Association of Proposal Management Professionals

Mar 2019

Chartered Institute of Marketing – Certificate in Professional Marketing, CIM

Jun 2020

LANGUAGES

English (native), French (intermediate)

PROJECTS

Local Government Practice Launch – KPMG

Sep 2021 – Dec 2022

Built the go-to-market strategy for KPMG's local government advisory offering from scratch.

- Mapped the addressable market of **333 councils in England** and prioritised 80 target accounts
- Developed thought leadership content that generated **120+ inbound leads** in the first year
- Pipeline grew to **£5.2 million** in qualified opportunities within 15 months

Coordinated PA Consulting's response to the NHS Shared Business Services consultancy framework renewal.

- Managed a **14-person bid team** across three service lots
- Won all three lots with a combined ceiling value of **£8 million over 4 years**

REFERENCES

Victoria Saunders, Partner – Public Sector Advisory, KPMG UK, victoria.saunders@kpmg.co.uk, +44 7700 900 102

Andrew Malone, Director – Health & Life Sciences, PA Consulting, andrew.malone@paconsulting.com, +44 7700 900 276

EXTRA CURRICULAR ACTIVITY

Trustee – Public Policy Exchange

Jun 2022

Non-executive trustee of a policy think tank organising conferences and seminars for public sector leaders. Attend 6 board meetings per year and chair the fundraising subcommittee.

Mentor – Social Mobility Foundation

Jan 2020

Mentor sixth-form students from low-income backgrounds on university applications and career planning. Mentored 8 students over 5 years — 6 now studying at Russell Group universities.