

# Manley Charles Grant Hopkinson

Leadership Consultant   Adventurer   Motivational Speaker   Businessman

## Career Highlights

Manley Hopkinson has had a colourful career. A former inspector in the Royal Hong Kong Marine Police, he had his own boat building and servicing company in the Far East, twice served as an officer in the Royal Navy - rejoining for the 1<sup>st</sup> Gulf War, attained a degree in Marine Engineering then worked as a Marine Surveyor world-wide before becoming a contract project manager for Granada Media, solving one of its major Year 2000 projects.

Since racing around the World as a Skipper in the BT Global Challenge, and winning the first race to the Magnetic North Pole in record time, Manley has been inspiring audiences worldwide recounting his experiences and bringing the topics of leadership, "team-ship" and "self-ship" alive using the powerful metaphors to the benefit of many of the world's leading organisations.

Having advised business leaders globally on the creation and running of high performing organisations, Manley is now on the Board leading the transformation of the ATLAS Consortium - a consortium of EDS, Fujitsu, EADS, Logica and General Dynamics delivering the Defence Information Infrastructure (DII) to the UK Armed Forces and the Ministry of Defence.

Manley's main strength is in creating and developing the transformational leadership behaviours needed for business and sporting teams to perform at a high level, consistently. From turning around failing teams, to creating new teams, Manley excels at enabling people to gain a deeper understanding of self and through that a better understanding of others leading to more effective business and personal relationships.



## ATLAS Consortium

March 2008: Manley is on the board of the ATLAS Consortium as the Director of Organisation, People and Partners, with responsibility for Marketing & Communications, HR and Organisational Effectiveness, Manley is now fully accountable in bringing about the required leadership development for the largest infrastructure project outside the USA. The overarching principle of his role is on bring the many parts of the consortium closer together; the 5 business partners, the Ministry of Defence interface (IPT), cross functional business areas and the customer- the UK Armed Forces. Bringing his wide and varied leadership and consulting experience to bear, Manley is excited about he latest role, "It is an incredible opportunity. I have been advising leaders of business worldwide on how to change their own organisations, but now I have my own. This is a project of huge national importance and high visibility. We need to get this right. The responsibility is huge, but the calibre of people I am working with at Atlas is truly inspiring and that brings with it very high expectations." [www.atlasconsortium.info](http://www.atlasconsortium.info)

# Manley Charles Grant Hopkinson

## Business Experience

Manley was the Chief Operating Officer of the new Whyte & Mackay Boat Show at Earls Court, London. From conception to show delivery in 7 ½ months, this spectacular show was developed in response to huge industry and public demand. Creating the team to deliver a complex and international show enabled Manley to use his leadership and organisational skills to great effect in the high pressure world of event creation and management.

Through The Ocean Racing Organisation Limited and Boating Partners Limited, Manley is the co-founder of the Ocean Racing World Cup - an incredible opportunity to bring together the disparate world of ocean racing and create a world cup in a major global participation sport.

Manley was a contract project manager for Granada Media on their Y2K Compliance Programme, running teams based in London, Manchester and Leeds. His role developed beyond the Y2K Compliance Programme as Manley successfully led on other IT projects gathering business requirements, assessing options and presenting recommended solutions.

Manley set up Manley Marine, a marine servicing and boat building company based in Hong Kong, serving the Far East and Australasia. As an experienced and qualified marine engineer, Manley balanced the demands of leading a team of employed and contracted staff as well as maintaining a design and development capability himself, handling multiple, concurrent repair and build projects based in Hong Kong, Taiwan, China and Australia.

## Inspiring Talks

Manley works independently as a motivational speaker using professional quality video and pictures taken during the BT Global Challenge and The Polar Race to illustrate his inspiring presentations. With the focus of the talks revolving around his phenomenal experiences, Manley develops the personal themes of fulfilling ones potential and achieving far beyond your own perceived abilities as well as drawing on the numerous leadership and team development lessons; give a team a real sense of purpose and direction, motivate and inspire them (lead them) and it is incredible what can be achieved.

## Here are some of the organisations that have enjoyed Manley's talks:

Williams Alan Group, Wellington Rotary Club, New Zealand, BT Ignite, Channel Business, Norwich Union, Centrica, VW Commercial,, South African Boating Building Symposium, The England Women's Cricket team, The Challenge Business and corporate guests, RNLI, Red Cross, BT Wholesale, Cap Gemini, Xerox, Thales, Bang & Olufsen, London Electricity, Nuffield Hospitals, Olympic Group, The Royal Naval Engineers, BT Esat, Proctor & Gamble, Morley Fund Management, Initial Style Conference Centers, 4 Achievers, Volvo Cars UK, Barclays Risk Group, Hewlett-Packard, Shoosmiths, Ernst & Young, Coventry University, BT, Kingswell Group, North London Chamber of Commerce, CAP, Barclays Internal Audit Group, Barclays Solutions, Healey's, The Trident Forum, Barclays Project Venture, John Lewis Partnership, Atlas Consortium, BMW UK, 20 Club, House of Commons Serjeant at Arms Office, The Conference Board, Bentley Motors, Schlumberger, Buro 4, Vail Williams, Shop Direct Group, HDNL, Bovis Landlease, RBS, UBS,, Clifford Chance, Thames Valley Police, Staffordshire Police, South Wales Police, National Police Leadership Forum, Master Innholders, Old Mutual Group, Dorset Police, The Work Foundation, LloydsTSB... and many more.

# Manley Charles Grant Hopkinson

## **Leadership and Team Development:**

Manley works as a consultant independently and for a number of Management Training and Event Management organisations taking the lessons learnt from both the BT Global Challenge and the Polar race into industry to assist in the development of leadership, team work - "team-ship" and self awareness - "self-ship" - the essential essences of "relationships".

Manley has a "no nonsense" approach to leadership, team and personal development, campaigning to simplify the language to facilitate understanding and delivering using the metaphor of his exciting adventures to ensure it is a memorable interaction. If the lesson is understood and remembered then there is a chance that behavioural changes can follow!

Through his experiences both in business, working with businesses and presenting to a variety of audiences worldwide, Manley assists executives and organisations in the following skill developments:

**Emotional Intelligence:** The essence of Emotional Intelligence is simply Me, You & Us - what you know about yourself and others and then applying that knowledge in a constructive environment.

**Communication Skill Development (CSD):** At the heart of all relationships lies effective communications. Manley develops the themes of Transactional Analysis, listening skills, feedback, coaching and Presentation Skill Development.,

**Executive Coaching:** Developing a relationship and gaining their trust, Manley has been helping many Senior Executives in their own personal leadership development and their strategic thinking and decision making.

**The Strength Deployment Inventory (SDI):** Relationship Awareness Theory as a motivational assessment tool building awareness of self and others, conflict management dispute resolution and mediation.

**Myers Briggs Type Indicator® (MBTI):** is a personality questionnaire that is most often used to help individuals gain an understanding of their own personality preferences.

**Margerison – McCann Team Management Profile (TMSDI):** a psychometric tool that shows how understanding personal motivation and work preferences is the critical first step to high performance team working.

## **Experiential Element**

As an experienced sailor and polar explorer and an advocate of the benefits of the great outdoors, Manley, and many of the organisations he works with to deliver development courses, use and recommend an experiential element to bring alive and practice the leadership principles discussed.

A day sailing in itself achieves very little for specific team or personal development. However, a correctly facilitated day on the water, on the moors or using tailored outdoor tasks can add enormous benefit and aid understanding and retention as well as create long lasting team relationships.

## **Adventures**

Having skippered a yacht in the 2000-1 BT Global Challenge round the world race and set a record time in the Race to the Magnetic North Pole, Manley is now leading a speed record attempt to the South Pole for the winter 2009/10. Believing that whatever you do should be done in style, Manley has secured the world famous Fortnum & Mason store to be the provider for the teams food.