



Graham Brown-Martin, FRSA

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London



I catalyse new concepts, ideas and experiences, build teams around them, turn them into relevant products and services, make them marketable to specific target groups, establish them as businesses, build value in them, generate investment and spin them out.

Skills	Leadership Business Development Product Development	Coaching / Mentoring Brand Development Communications	Start-ups Community building Fund-raising
Specialisms	Education & EdTech Mobile Technologies	Artificial Intelligence VR / AR	Entertainment IoT
Experience	grahambrownmartin.com Owner - Red Pill Ltd This is my consulting and design agency from which I provide foresight and innovation consulting for "C" level teams in various blue chip companies including the LEGO Group, Prudential, KPMG, Cambridge English, New York Academy of Science, TES Global and Porticus.		02 / 2013 - Present

I provide mentoring and coaching services to a number of EdTech and travel industry start-ups. I have designed and deployed a number of learning experiences for children and adults using IoT technology. I have prototyped the use of AI for teenage mental health triage. I participated in the creation and launch of the Global STEM Alliance at the United Nations.

I won a commission from the Qatar Foundation to design, direct and author "Learning {Re}imagined", published by Bloomsbury, 2015.

Described by the **National Union of Teachers** as:

"A tour de force of the world of education is presented in this comprehensive and powerful exploration of pedagogy and philosophy, combined with politics and case studies. With contributions from a selection of internationally respected and acclaimed authors, researchers and thinkers this incisive, probing and critical work is of majestic proportions and quality. Detailed analysis and critiques of different education systems, developments and innovations are presented for consideration. Outstanding."

Represented by the London Speakers Bureau I am a frequent keynote speaker at global events on innovation, education and society.

"Graham Brown-Martin is an engaging, witty and most importantly prescient speaker who has an uncanny ability to weave observations about the past and present into inspiring and thoughtful insights we all must consider as we collectively shape the future."

Connie Yowell, MacArthur Foundation

Learning Without Frontiers

09 / 2004 - 02 / 2013

Founder and Managing Director

Learning Without Frontiers was an independent platform for disruptive thinkers, practitioners and innovation that brought together international thought leaders, policy makers, innovators, entrepreneurs and grass roots practitioners from the education, digital media, entertainment and technology sectors to explore new ways of radically improving the ways we learn and teach.

Addressing a global community of more than 250,000 members, LWF facilitated online communities, published unique and valuable content, hosted large international conferences and ran programmes to identify new talent.

The diverse range of speakers participating at these conferences have included several UK government ministers, representatives of UNESCO & OECD, senior industry representatives from companies such as Sony Computer Entertainment, Nintendo and Microsoft, Lord David Puttnam, Jimmy Wales, Malcolm McLaren, Atari Founder, Nolan Bushnell, Noam Chomsky, Sir Ken Robinson, author Steven Johnson, social media scientist danah boyd, acclaimed inventor and futurist Ray Kurzweil and many more.

In 2006 via our subsidiary company **Handheld Learning** we developed and brought to market RedHalo, a cloud-based learning platform for mobile devices,, launched at the Edinburgh Festival. Concurrently we co-designed, with Fujitsu-Siemens, and brought to market the worlds first dedicated mobile learning device, the EDA (Educational Digital Assistant).

LWF was acquired by CloserStill Holdings in July 2011

<https://www.youtube.com/watch?v=9Y4gT0JvCCM>

Trace Magazine

09 / 2002 - 01 / 2004

UK Editor

Enjoyable part-time role editing the UK edition of one of the world's foremost urban lifestyle/fashion print magazines, Trace (www.trace212.com). During this time enjoyed access to numerous recording artists and fashion designers providing early insight to readers regarding the stars of the future, e.g. Estelle and Dizzie Rascal

Ammo City

09 / 1999 - 03 / 2002

Founder and Managing Director

The objective of AMMO CITY was to create a new youth brand targeted at opinion forming, trend-setting young adults (18-34) and thereby provide a commercial platform for brands and organisations wishing to access this influential audience. During this period I negotiated advertising and event sponsorship deals with brands such as Diesel, Smirnoff, Acupuncture, Tommy Boy and Budweiser.

The brand manifested itself as a digital magazine (comprising editorial, television and radio) and community (www.ammocity.com) as well as highly successful live events in London. Think YouTube meets Facebook meets BuzzFeed, about 10 years too early.

<https://www.youtube.com/watch?v=fMmRgbeeRZU>

Digital Arts

01 / 1998 - 03 / 2002

Managing Director

The company was one of the first computer animation studios in the UK. I was engaged by its shareholders to increase revenue, build value and prepare it for sale.

Whilst employed by the company I increased revenue from £250,000 to over £2 million p.a. building a prestigious client roster including Virgin Records, Virgin Interactive, Universal, Swiss Re, Canon, Channel 4, MTV and Volkswagen. I expanded the portfolio of services the company offered to include video and digital media production. I increased market valuation from £0.5 million to over £30 million and negotiated a successful exit for its shareholders.

Having successfully negotiated over £3.5 million of investment into the company I was retained by its new shareholders and appointed managing director with a brief to expand its corporate production business as well as develop a new enterprise (AMMO CITY)

Freelance

01 / 1997 - 01 / 1998

Freelance projects

Whilst working out a non-compete agreement with (then) Viacom owned Virgin Interactive I generated the following business:

- consulted for MTV Networks Europe on interactive media
- presented several television shows for MTV
- designed concepts for a proposed UK based theme park (working with George Lucas)
- consulted on several UK government classified projects.
- worked with contemporary visual artist Buggy G Riphead delivering projects for clients such as Philips Semiconductors, Reebok and many record labels.
- directed music video's for artists including The Future Sound of London, Salt Tank & The Fall

<https://www.youtube.com/watch?v=NrloyhzhrSk>

Electronic Sound & Pictures

02 / 1993 - 01 / 1997

Founder and Managing Director

I established the company, developed its reputation, built its value and sold it to Virgin Interactive Entertainment (then owned by Viacom).

ESP was a production company bringing together traditional media genres with interactive software. We created award-winning consumer software titles, and pioneering interactive TV.

ESP was acquired by VIE in 1996 and re-launched as the first interactive record label under the name EXP. We signed a £multi-million production agreement with EMI, signed several well-known recording artists and released several interactive software releases.

https://www.youtube.com/watch?v=2PuP5p_Yv6k

Next Technology

03 / 1988 - 02 / 1993

Founder and Managing Director

Clients included Apple Computer, Microsoft, Sun, IBM, RM, Acorn, Philips Electronics and many others.

The company developed pioneering system software, audio and video compression technology and interactive applications for CD-ROM delivery. These technologies provide the underlying principles in many standard technologies today, for example, in audio/video data interleaving.

The company was sold to Philips Electronics.

RM Plc

02 / 1983 - 03 / 1988

Senior Manager

RM is a British computer manufacturer supplying computers to UK educational and government organisations. During my time with RM I progressed rapidly through the company from a technical support role to a senior sales and marketing position. I was involved in the development and launch of Microsoft Windows 1.0, The Domesday Project and several other high profile projects. I was responsible for a significant level of business development including sales to UK government and educational establishments.

Certifications

Fellow of the Royal Society of Arts

RSA (Royal Society of Arts)

Psychometric

ENTP

<https://en.wikipedia.org/wiki/ENTP>