

## GARY SHARKEY

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A dual US/UK citizen, I have more than 25 years' experience advising public and private clients in 40+ countries on climate change, resource scarcity, urbanisation, technological development, and other megatrends. I have deep experience in project, programme and business leadership, governance, stakeholder management, and financial and impact reporting.

I've worked with several high-profile international initiatives to help build consensus around the challenges the world is facing and how to surmount them. My master's is from Johns Hopkins in Energy, Environment, Science and Technology Policy and my undergraduate degree from Stanford in International Relations. I've held teaching and research positions at SciencesPo in Paris, KAIST in Seoul and at Putian University in Fujian, China.

### EXECUTIVE EXPERIENCE PwC GLOBAL

#### **Founder - Sustainability Academy - Helping all partners and staff address ESG in their work** 2020-2025

- Governance, stakeholder and programme management, learning and development
- Courses and programs to upskill staff and clients by industry, function & grade
- **Key achievements:** 198K+ employees across 135 countries educated in FY24

#### **Global Product Lead - Climate Solutions - Ensuring consistency and quality in global delivery** 2022-2024

- Net zero transformation, climate risk and resilience, supply chain decarbonisation
- Marketing, business development, sales, delivery, technology enablement, training
- **Key achievements:** Pipeline management and activation (~\$900M), business development

#### **Proposition Lead - PwC UK Smart Cities - Leading PwC UK's smart cities client proposition** 2020-2022

- Strategy and economics, government and public sector, real estate, technology
- Competitive intelligence, analyst relations, business strategy
- **Key achievements:** Major projects in London, Belfast, Athens, NEOM | Annual revenues £2M+

#### **Co-leader - Global Smart Cities Network - Practice development for smart city opportunities** 2018-2020

- Built community of practice across 30 territories
- Market intelligence, Business planning, thought leadership, alliance partnerships
- **Key achievements:** Grew global business from \$50M to over \$200M in 2 years

#### **Programme Lead - Priority Cities Programme – Meeting profit and purpose objectives in cities** 2017-2018

- Market strategy, governance, knowledge management
- Corporate responsibility and community relations
- **Key achievements:** Established city strategies in 10+ global cities across 6 continents

#### **Leader - Global Water Network - Leading PwC's global network of practice around water issues** 2011-2015

- Floods, droughts and water pollution, climate risk and resilience
- Service and product development, water valuation, thought leadership
- **Key achievements:** Established water practices in 12 territories | Major projects with UN, WBCSD

#### **Network Driver - Global Sustainability Network – Scaling PwC's global sustainability business** 2009-2018

- Growth strategy, delivery model, market development, marketing, partnerships
- Resource planning, leadership development, team coaching and development
- **Key achievements:** Drove practice across 60+ territories | Annual revenues grew from \$50M to \$2B+

Please see LinkedIn for details roles in the US, China and Korea before my move to the UK in 2009

## PARALLEL CAREER – HEALTH AND WELLNESS

Biomechanics Coach, Freelance	2022-present
Founder, Sharkey and Friends CIC	2018-present
Yoga Teacher: Hatha, Vinyasa, Ashtanga, Pranayama, Meditation	2015-present
Parkour Coach, Freelance, Beijing/Washington DC/London	2004-2012
Wushu Coach, Putian University (Fujian), Freelance	2002-present
Ice Skating Coach, Freelance	1995-2001

## SELECTED NON-EXECUTIVE EXPERIENCE

<b>Chairman / Committee Chair / Trustee - London School of Mosaic</b>	<b>2013-2025</b>
<ul style="list-style-type: none"><li>• Mentor to founder, leadership of board initiatives, oversight of management</li><li>• Strategy, governance, resourcing, investment, legal and risk management, financial controls, reporting</li></ul>	
<b>Mentor - Smart Cities and Smart Mobility Accelerators – Techstars</b>	<b>2020-2023</b>
<ul style="list-style-type: none"><li>• Business strategy, public-private and multistakeholder partnerships</li><li>• Data management, analytics and reporting</li></ul>	
<b>Growth Adviser – IseeChange</b>	<b>2018-2021</b>
<ul style="list-style-type: none"><li>• Mentor to CEO and leadership team of climatetech / citizen science startup</li><li>• Business model, route to market, investor pitching and preparation</li></ul>	
<b>Co-chair - Habitat III Business Stakeholder Group</b>	<b>2015-2017</b>
<ul style="list-style-type: none"><li>• Led business input to UN Conference on Housing and Sustainable Urban Development</li><li>• Policy negotiation, consortium management, major events planning</li></ul>	
<b>Mentor - Ignite Incubator - Stanford Graduate School of Business</b>	<b>2014-2019</b>
<ul style="list-style-type: none"><li>• Demand analysis, market sizing, business model development</li><li>• Investment strategy and business development</li></ul>	
<b>Water Leadership Group - World Business Council for Sustainable Development</b>	<b>2010-2014</b>
<ul style="list-style-type: none"><li>• PwC representative to leadership group alongside Veolia, P&amp;G, CH2M, Dow and Shell</li><li>• Advocacy and market development, project governance and oversight</li></ul>	

## EDUCATION

<b>Johns Hopkins University School of Advanced International Studies (SAIS)</b>	<b>2004-2006</b>
<ul style="list-style-type: none"><li>• MA: Energy, Environment, Science &amp; Technology   Student Body Vice President</li></ul>	
<b>Stanford University</b>	<b>1997-2001</b>
<ul style="list-style-type: none"><li>• BA Honours, International Relations   President's Scholar</li></ul>	

## LANGUAGES

Native:	English
Professional working proficiency:	Spanish, Mandarin
Limited working proficiency:	French, German, Italian, Korean
Basic proficiency:	Portuguese, Hindi, Russian