



James Caan CBE

Serial Entrepreneur, Philanthropist, founder of Alexander Mann Solutions and Humana International, former panellist of the hit TV series Dragons Den & former Chairman of Start-Up Loans.

James Caan



BOOK JAMES FOR AN EVENT

Contents

- 03 ■ Timeline
- 05 ■ Overview
- 06 ■ Awards & Recognitions

BUSINESS

- 07 ■ World's Number 1 in Talent Solutions
- 08 ■ Humana International
- 09 ■ Recruitment Portfolio
- 10 ■ Recruitment Guide
- 11 ■ Real Estate Portfolio
- 12 ■ Private Equity Investments
- 13 ■ Start-Up Loans: Starting 50,000 Businesses

MEDIA

- 14 ■ BBC - Dragon's Den
- 15 ■ Sky News - The Pledge
- 16 ■ CNBC
- 17 ■ Social Influencer
- 18 ■ UK Media - Weekly Column
- 19 ■ Leading Business & Motivational Speaker
- 21 ■ Authored Books - Available Now
- 23 ■ James Caan Business Secrets App

PHILANTHROPY

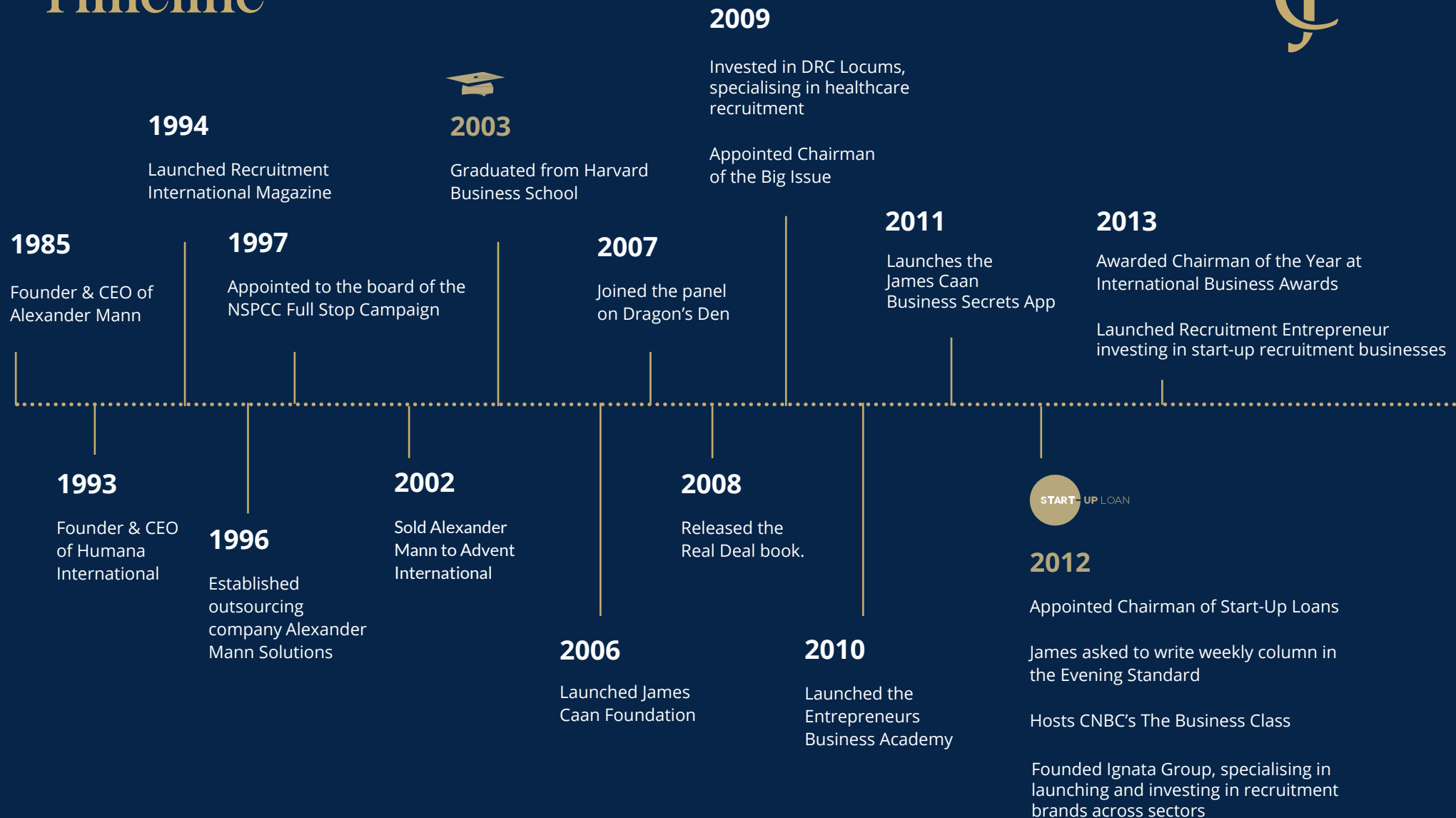
- 24 ■ Government & Advisory
- 25 ■ The James Caan Foundation
- 27 ■ Catalyst Club



Click the red **play buttons** —
throughout document for
videos of James!



Timeline



Timeline continued



2014

Surpassed 1 million followers on LinkedIn (today at over 3 million); as a LinkedIn influencer, provides advice for entrepreneurs and business owners

2016

Relocated to Monaco, with a shift in focus by acting in a role for investment and strategic advice

Joined the TV panel of The Pledge, a weekly show on Sky discussing current affairs

2018

Minority investment in Debut, an innovative app, specialising in graduate recruitment

Joined the panel at the Dreampitch event hosted by Salesforce

Part of the speaker line-up at the Pendulum Summit event

2020

Joined Vintro, a new online platform allowing people to pitch ideas directly to sector leaders and investors

Speaker at the European Self Storage Conference (held online), offering advice on current business affairs



2015

Recognised with a Commander of the Order of the British Empire (CBE)

James leads campaign to promote Soft Skills with McDonald's UK

Annual publication of Your Business with James Caan magazine, offering business and career advice

2017

Joined the Entrepreneur Academy event in London, sharing key strategies, techniques and tips for business success



Overview: James Caan CBE

Philanthropist, Investor & Entrepreneur

- One of the UK's most successful entrepreneurs
- Founded two recruitment companies with a combined turnover of £1bn
- Set up Hamilton Bradshaw in 2004
- PricewaterhouseCoopers' Entrepreneur of the Year
- A keen philanthropist, James established The James Caan Foundation in 2006
- Joined the panel of BBC Dragons' Den in 2007
- Graduated from Harvard Business School
- Frequent commentator in the media
- Former Chairman of Start-Up Loans
- Received recognition for his work in philanthropy and entrepreneurship by being awarded a CBE at Buckingham Palace.



JAMES CAAN CBE



Awards & Recognitions

UK leading investor in Recruitment

- 2003** – Graduated from Harvard Business School
- 2006** – Founded James Caan Foundation
- 2009** – Honorary PhD from Leeds Met Uni in Business Administration
- 2010** – Honorary PhD from York St. John Uni, in Business Administration
- 2012** – Appointed Chairman of Start Up Loans
- 2013** – Chairman of the Year at International Business Awards
- 2015** – Awarded CBE



JAMES CAAN CBE



The World's Number 1 in Talent Solutions

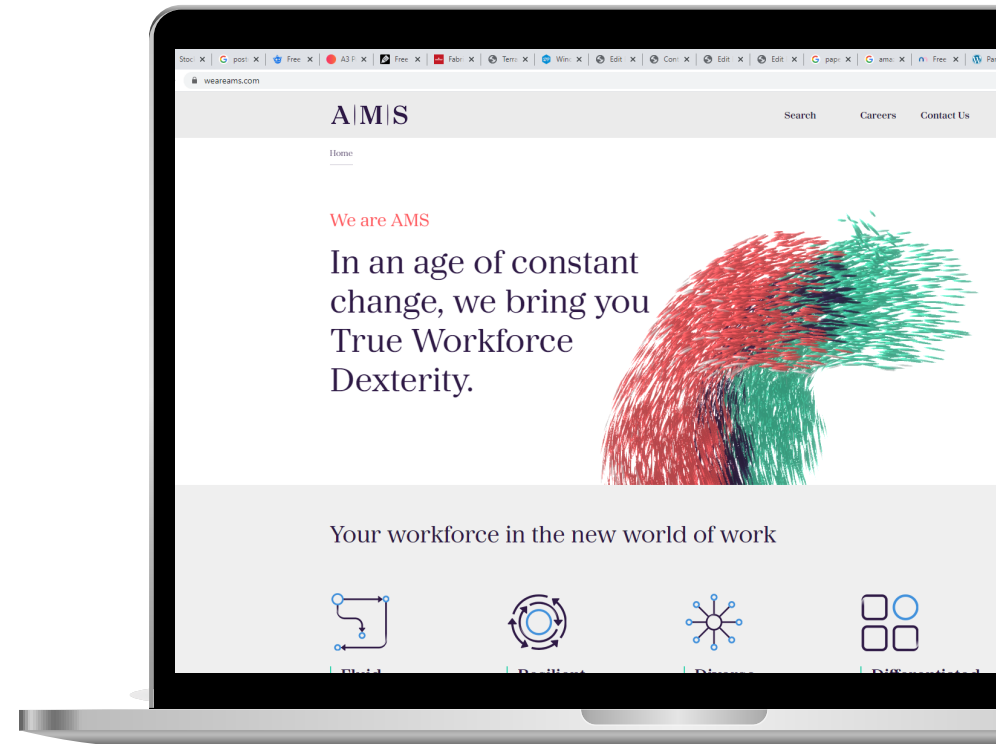
Alexander Mann was James' first recruitment company where the main focus was all about customer acquisition, customer retention, and managing and maximising the customer spend on recruitment and talent.

Today, Alexander Mann has become the world's most respected brand in the field of talent solutions, where it has the highest percentage of the world's top 500 companies as its long-term contracted clients. The key objective was to own the entire talent solutions spend and manage all recruitment conducted by our clients, both nationally and internationally. Today, with over 7,500 employees in 27 countries, the business has one of the most efficient delivery and sourcing engines in the world, with its low cost resourcing centres in Eastern Europe and Asia employing over 1,000 people whose sole responsibility is sourcing candidates for its international customer base.

AMS has become one of the most respected brands in the world, and is uniquely positioned in what it does.

www.weareams.com

A|M|S



Humana International

147 Offices in 30 Countries and over 2,000 Consultants

Humana International was an executive search company which enabled James to own senior and board level positions of key customers around the globe. The model took off immediately on launch and enabled James to build one of the largest executive search businesses in the world.

With over 2,000 consultants spanning the globe, Humana International was able to win global mandates from key customers, and had an incredible reputation for quality and delivery.

Humana's key strength was the commitment it showed to the development of its consulting workforce. The consultants were some of the best trained in the industry, and its top consultants regularly billed over \$1 million in net fee income. The business constantly attracted interest from its competitors around the world, and was successfully sold to a New York listed company, which integrated the business with its existing 600 offices.



Recruitment Portfolio

James has a small group of recruitment businesses in the UK which he both coaches & mentors.

They operate in a variety of sectors including:

- Legal
- Financial services
- Life Sciences
- Technology
- FinTech
- Healthcare

Offering executive search, interim/ contract and managed solutions, they have developed an outstanding management team which is grooming the businesses to an exit.



Recruitment Guide

Online & live recruitment training services

Created in association with LinkedIn, Recruitment Guide gives you access to his unique methodology that's helped recruiters all over the world double or triple their billings. Made for new recruiters, ambitious consultants, team leaders and business owners, Recruitment Guide will help improve your productivity, increase your net income and accelerate your career progression and expertise.

Whether you choose the online training modules or require in-house specialist recruitment training, our team of industry expert trainers are driven by a clear goal: to increase your billings or company profits.

www.recruitmentguide.com

Recruitment guide



JAMES CAAN CBE

Real Estate Portfolio

James and his team invest in and manage investments in property related businesses, real estate joint ventures and property related start-ups.

They also invest in PropTech start-ups alongside Pi Labs, a platform founded in 2014, which is now Europe's leading PropTech focused venture capital firm.



90NORTH
REAL ESTATE

QuoinStone
INVESTMENT MANAGEMENT

pod
MANAGEMENT

pi labs
PROPERTY INNOVATION

HUBBLE

askporter

SPIRE
ventures

JAMES CAAN CBE

Private Equity Investments

After selling Alexander Mann, James launched Hamilton Bradshaw to be the leading investor in UK recruitment businesses.

After 15 years, HB has become the UK's number one choice of investor in recruitment. As a result, they are one of the world's fastest growing recruitment companies with over 500 staff and a portfolio turnover in excess of £150 million.

HB's knowledge and expertise is unparalleled to scale the businesses in which they invest and this is enhanced by the intellectual capacity they have in the network of more than 30 CEOs across the portfolio.

www.hamiltonbradshaw.com

JAMES CAAN CBE



Start-up Loans: Starting over 50,000 businesses

A new business every 90 Minutes

James Caan was approached by the then prime minister David Cameron, who was concerned that the uk was not creating enough jobs , and his belief was that SME's is what stimulates growth in the uk economy, what was required was a strategy to create more businesses. Start up loans was born!

The government provided James with £500,000,000 of capital to invest in new start ups. The strategy was to provide advice, business loans and mentoring to entrepreneurs across the UK.

Since 2012, 50,000 businesses have been backed, creating over 64,000 jobs. A new business is started every hour, averaging nearly 30 new businesses a day. This was James's greatest achievement and the one which he is most proud of. He was recognised in the 2015 New Years Honours list and was invited to Buckingham Palace where he was awarded an CBE , Commander of the British Empire.



BBC

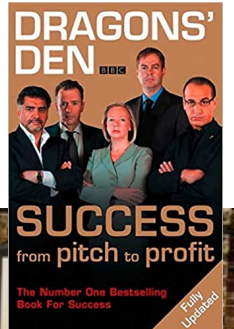
DRAGONS' DEN

The most fun James has had in his career to date has been his time on Dragons' Den, his first time on television.

The popularity of the show meant James quickly became a household name as the gentle dragon who was always firm but fair, giving potential entrepreneurs respect when they came into the den and encouragement when they left.

James appeared on 40 episodes of the hit show, investing £1.4 million of his own money to give budding entrepreneurs the opportunity to breathe life into their ideas and inventions.

His favourite investment was the Chocbox, which with James' investment and support enabled entrepreneur Peter Moule to become a millionaire through his invention.



THE PLEDGE

James was invited to join the panel of the Sky News show The Pledge on its debut.

As a current affairs programme, the show has gone on to be a hit with a global audience tuning in every week.

The lively show picks up topics of the week and has the panel debate the trending stories of the moment.

This was both an exciting and challenging role for James as it was his first time outside his comfort zone of business & entrepreneurship.

“Diverse not divided”

JAMES CAAN





The business class was one of James' favourite shows as it enabled James to really be at his best when coaching and mentoring entrepreneurs about building their business.

The show identified a new business owner each week, and assisted by an expert guest from the sector, James broke down the business model and challenged the owner on their strategy for growth.

Having unearthed some of the potential road blocks and challenges faced by the entrepreneur, James helped in putting forward a clear plan for the business and setting up the entrepreneur for success.



JAMES CAAN CBE

Social Media Influencer

3,580,800 followers

James mentors over 3.4 million people on LinkedIn through his weekly blogs. He is one of the top 10 most influential bloggers on LinkedIn, soaring past David Cameron and Barack Obama.

James is active on all social media points including Facebook, Twitter and Instagram. With 30 years in the industry, James is dedicated to sharing expert business hints and tips with his followers.



LinkedIn

3.4 million followers



160,000 followers

facebook

20,000 followers



8000 followers

JAMES CAAN CBE

Weekly Columnist in UK Press

James' willingness and passion to speak out about the issues he supports makes him one of the most sought after entrepreneurs to give their opinion on today's news.

He has had weekly columns in the Sunday Times, the Daily Telegraph, the Evening Standard, and a variety of publications championing the SME, start-up and entrepreneurial communities as well as addressing the important events like Brexit or changing regulation facing businesses



THE SUNDAY TIMES

Evening Standard.

The Daily Telegraph

JAMES CAAN CBE



Leading Business & Motivational Speaker

As a leading voice for UK business, James regularly speaks at key business events such as The Business Show, MADE festival and Global Entrepreneurship Week.

James is an exceptional and charismatic speaker and has delivered keynote speeches for blue chip clients such as Google, Santander and Samsung to name but a few.

Audiences can benefit from his invaluable insight and practical advice on issues such as; motivating staff, leadership, scaling businesses and the impact of technology and social media on the business landscape.

Most importantly James can draw on his life experience to motivate and energise audiences from 500 – 5000 people.

JAMES CAAN CBE





‘James’ willingness and passion to address the issues he supports made him an ideal speaker for the Pendulum Summit. He exceeded our expectations on the day, giving our audience the benefit of his invaluable insight and proactive advice’

Frankie Sheahan, Founder/Event Director,
Pendulum Summit 2018

“James was excellent, amusing and interesting in his views and I felt he dealt with the questions from the audience with charm and intelligent insight.”

David Henry, VP Marketing UK & Europe, Monster



Authored Books

Available Now



The Real Deal

An Amazon bestseller since 2008

The incredible story of James' remarkable life. The journey starts from his childhood as a 1960's Pakistani immigrant in Brick Lane, through to the phenomenal success of his first headhunting company.

[amazon.co.uk](https://www.amazon.co.uk)

[amazon](https://www.amazon.co.uk)kindle



Get The Job You Really Want

Reached No.1 on Amazon Charts

The book is aimed at candidates at all levels to help them at all stages of the recruitment process, from the initial application and crucial interview preparation, through to closing a deal on a job offer.

[amazon.co.uk](https://www.amazon.co.uk)

[amazon](https://www.amazon.co.uk)kindle



JAMES CAAN CBE

Authored Books

Available Now



Get the Life You Really Want

1 of 6 Authors chosen to support the quick reads campaign

Part of the annual 'Quick Reads' campaign aimed at people who have lost their confidence or passion for reading. James brings together his years of experience to inspire people to achieve their life goals.

[amazon.co.uk](https://www.amazon.co.uk)

[amazonkindle](https://www.amazon.co.uk)



Start Your Business in 7 Days

A fresh dynamic and inspiring book, taking a unique approach to business mentoring.

In his own inimitable style, James aims to help entrepreneurs ask the right questions from the outset to create a workable business venture.

[amazon.co.uk](https://www.amazon.co.uk)

[amazonkindle](https://www.amazon.co.uk)



James Caan Business Secrets App

UK's Number 1 Business App

The first ever business app with tangible advice and tips from one of the UK's most successful entrepreneurs was launched by James in 2011 and given a fresh update in 2020.

Regularly ranked as the top business app by various publications, and achieving No.1 in the iTunes chart, James Caan Business Secrets App is a one stop shop for leading insights and advice for entrepreneurs.

With 320,000 regular users and over 900,000 downloads to date, James's app proves that there is huge appetite for credible business advice delivered straight from your smart phone.



900,000 +
downloads
to date

320,000
regular
users



JAMES CAAN CBE

Government & Advisory



James is the voice of business, dedicated to championing entrepreneurs and highlighting their importance for the UK economy.

James is a great supporter of the UK Government and his involvement with initiatives directly benefiting UK entrepreneurship is second to none.

In 2009 James was appointed co-chair of the Minority Ethnic businesses Taskforce to help stimulate growth amongst the Black, Asian and Minority Ethnic based in the UK. As well as this, he became an invaluable source to the Department for Business Innovation & Skill (BIS) by looking at ways to achieve results on a national scale.

James continues to champion entrepreneurship in the UK, opening the parliamentary reception of Global Entrepreneurship Week for Enterprise UK and joining Vince Cables' Entrepreneurs Forum to advise the Government on new businesses particularly challenging issues that SMEs face in the UK.

James has also advised the Department of International Development on their £350 million budget for the development of education in Pakistan and was an advisor of Lord Davies' UK Trade & Investment panel helping to add value to the Government Investment agenda and sharing his expertise on building relationships with investors in the UK.



JAMES CAAN CBE

The James Caan Foundation

In 2002 when James sold Alexander Mann he took just over a year off to reflect on his professional life, journey and achievements. In 2004 he returned to his roots, his birth place; Pakistan. He was extremely overwhelmed with the lack of education, food and the severity of the recent flooding in the country. He decided that he wanted to give something back to the region that bore him.



In 2010 the James Caan Foundation was re-launched as a public charity.

The JCF focus on three key areas:

- Education, Entrepreneurship and Development.
- James launched 'The Build a Village Project' in 2010 after seeing the aftermath of the Pakistan floods first hand.
- James built the Abdul Kashid Khan campus, which educates over 400 children in a rural village outside of Lahore.

In 2014, the JCF supported 400 would-be entrepreneurs from vulnerable families affected by the floods whose income had been destroyed to start up their very own

micro-enterprise businesses. Not only are they now re-establishing their annual income but are also gaining the tools they need to fend for themselves and their families.

Along with James' projects in Pakistan, he has participated with organisations in the UK including:

- Chairman of the British Pakistan Foundation
- Past Chairman of the Big Issue
- Member of the NSPCC full stop campaign
- Enterprise Fellow for the Prince's Trust
- Patron of the Catalyst Club



“

You make a living
out of what you
get but you make
a life out of what
you give.



Catalyst Club

James Caan raises £10 million for personalised medicine

James is a Patron of the Catalyst Club; a remarkable group of philanthropists who are making personalised medicine a reality.

We are on the brink of an exciting new era and I hope people will join me in becoming a catalyst for change.”

James Caan CBE



CANCER
RESEARCH
UK



www.cancerresearchuk.org



JAMES CAAN CBE



© JAMES CAAN 2021