

## CURRICULUM VITAE

**Name:** David Harris  
**Date of Birth:** 7th March 1950  
**Address:** 70 Barnfield Place  
Isle of Dogs  
London  
E14 9YB

**Telephone:** 020 7537 7489

**E Mail Address:** [david@invatrust.co.uk](mailto:david@invatrust.co.uk)

**Nationality:** British  
**Marital Status:** Divorced  
**Other:** Director the Character Group plc  
Director Small Companies Dividend Trust plc  
Director Zero Dividend Recovery Fund plc  
Director Osprey Small Companies Income Fund plc  
Director InvaTrust Ltd

### CAREER DETAILS

**1960-1965**                      **Hertford Grammar School**

**1965-1974**                      **H.M.Forces – Army**

Served an apprenticeship at the Army School of Electronic Engineering specialising in telecommunications. Trained and served with the Special Forces in the Far East, West Berlin and Northern Ireland.

**1974 – 1980**                      **Schlesinger Group Ltd**

Career began with the group as a Broker Consultant in the London Office selling the full range of Unit Trust, Offshore Funds, Institutional Pension Management and Banking services to Stockbrokers, Investment Managers, IFA's, Pension Fund Managers and other professional intermediaries within the Investment management world.

In 1976 promoted to Regional Manager for the Southern Home Counties with responsibility for four sales staff and eight administrative staff in two regional offices.

In 1978 promoted to Regional Manager ( Midlands ). This role included management and supervision of sales and administration staff throughout the Midlands and

responsibility to the main board of directors for group profitability and viability in that region of the United Kingdom.

**1980-1984                      Midland Doherty Ltd**

My initial task was to revamp the UK sales activities of this Canadian Stockbroker and Financial Services Group.

This involved board level negotiations and ongoing liaison with Investment Fund Management Groups, Institutional Pension Funds, UK Life Assurance Companies and other professionals within the UK Financial Services sector.

The practical aspects of the work involved retail product analysis and design. This included the construction of Gilt Edge Security portfolios funding through into both institutional and retail products and, in addition, the establishment of both discretionary and advisory Investment Portfolio Management services.

**1984 - 1995                      Chantrey Financial Services Ltd**

Managing Director of the associated Investment and Financial Services arm of Chantrey Vellacott ( Chartered Accountants )

49% shareholder with responsibility to the partners of the accountancy practice, who were also the majority shareholders, for the efficient running and profitability of the company.

The company was a leading Independent Investment management and financial Services operation and one of the first fee paying IFA services available in the UK. In 1994 annual turnover was around £1.85 million.

In 1994 I was, personally, voted the best Independent Investment Adviser in the UK by the Mail on Sunday newspaper.

**1995-1999                      Association of Investment Trust Companies**

In my role as Director of the Association I was responsible to the Executive Committee ( representatives of the 350 member companies ) for the efficient running of the AITC Education and Marketing functions.

The Association provided, through a staff of 25, a full Marketing, PR and Public Affairs role to the membership as well as a composite training and education programme for both IFA's and the General Public.

My role, day to day, involved liaison with Member Companies, Investment Fund Management groups, Investment Advisers, Government Ministers and Regulators together with many other influential people throughout the Financial Services world. The purpose of the work was to assist in creating an environment where the member companies were able to run their businesses in a more efficient and profitable manner. I was also a member of the board of examiners of the Securities Institute and sat on a number of Government sponsored committees advising on the future of pensions in the United Kingdom.

Appearances on TV and Radio together with an involvement with both national and trade press were an integral part of this role, as was Conference speaking and moderating both at home and abroad.

1999 - To date                    **InvaTrust Consultancy**

My own Investment and Marketing consultancy service to the Financial Services sector.

I have undertaken consultancy assignments with J P Morgan Fleming, F&C Asset Management, Collins Stewart (stockbrokers), Deloitte Touche Wealth Management Ltd, Edinburgh Fund Managers, Exeter Fund Managers, Association of Investment Trust Companies, Money Marketing Events Ltd, Society of Financial Advisers, Cicero consulting, The Financial Services Ombudsman, Alternative Investment Strategies Ltd, Financial Times conferences and Sinels (solicitors).

Professional and expert witness assignments

TV and Radio presentational work together with newspaper and magazine columns.

Co-author of the book "The Split Capital Investment Trust Crisis"

## **OUTSIDE INTERESTS**

Sport (particularly golf)

Music

Reading.

Freeman of City of London

Member of Carmen Livery Company

Knight of the Round Table of King Arthur

Variety Club of Great Britain