



Greg Brown

Commercial Director

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Commercially astute and outcome-driven executive with comprehensive experience leading top-tier organisations.

Summary

Greg is a dynamic leader with over a decade's experience in a high growth global technology firm at Group Executive Committee and Main Board level. He has a track record of delivering exceptional financial results, leading high-performance management teams, and gearing businesses for success.

Greg is an entrepreneurial and hands-on executive with a passion for solving customer needs through innovative technology driven solutions. His extensive experience includes steering high-quality business strategies, enhancing sales and marketing effectiveness, delivering market-leading products and solutions, driving operational excellence, as well as overseeing all commercial aspects of the business. Importantly he believes customer experience is central and businesses must create a culture of trust, continuous improvement, good governance, diversity, inclusion, and employee satisfaction.

Professional Experience

Greg worked as a commercial director at LexisNexis South Africa until September 2020 where he led the two largest business units. LexisNexis forms part of the Reed Elsevier Group (RELX), a multinational provider of analytics and information solutions listed on the New York, London, and Amsterdam Stock Exchanges. Greg joined LexisNexis in 2006 when he was headhunted to look after strategy and new business development. In addition to his various leadership and executive roles Greg was appointed to the Board of Directors of all commercial entities.

Prior to joining LexisNexis, Greg was a senior consultant at a consulting firm with expertise in the areas of strategy, project management and business process reengineering. Greg joined the consulting firm after completing his MBA at the University of Cape Town (UCT) in 2003.

Greg started his career at Standard Bank in the Corporate and Investment Banking division as part of the bank's select Graduate Recruitment Program. Greg was with the bank for five years before electing to further his studies at UCT's Graduate School of Business. During his tenure at the bank Greg worked on various strategic projects where he gained valuable commercial, banking and consulting experience.

Education

Greg has a Bachelor of Commerce Honours from the University of KwaZulu-Natal and an MBA from the University of Cape Town.

Affiliations

Director of Korbitec (Pty) Ltd and WinSearch (Pty) Ltd
2015 – 2020

Director of LexisNexis (Pty) Ltd
2012 – 2020

Director of LexisNexis Risk Management (Pty) Ltd
2010 – 2020