

# DEREK BROWNE

## Major Career Roles

**CEO**, Entrepreneurs in Action
**Partner**, Merrill Lynch Private Banking

## Other Career Highlights

**Ambassador**, Innovate UK

Derek Browne is an award-winning entrepreneur, executive adviser, and former investment banker who helps CEOs and senior leaders navigate the impact of AI, digital transformation, and generational change on leadership, culture, and organisational performance. Drawing on a career that spans global financial markets, partnership-level private banking, and innovative entrepreneurship, Derek is known for broadening leaders' perspectives, strengthening decision-making, and enabling clarity and confidence in rapidly changing environments.

Derek's early career was at Barings Investment Bank, where he ran a US$25m Forex sales desk in London, before setting up a sports agency. He then joined Merrill Lynch Private Banking, becoming a Partner in the bank's largest team in Europe with US$2bn of assets under management. In this role he was a trusted adviser to high-profile sporting and media personalities, entrepreneurs featured in the Sunday Times Rich List and CEOs of listed companies.

Motivated by a passion for unlocking potential in the next generation, Derek founded Entrepreneurs in Action (EiA), a global Gen Z and Gen Alpha insights agency. As CEO of EiA, he works with leading organisations across financial services, engineering, technology, and public services in the UK, Africa, Asia, Europe, and the Caribbean. Through EiA, Derek connects senior leaders directly with emerging talent, providing grounded insight into generational expectations, cultural dynamics, and the behavioural implications of technology-driven change. His work helps organisations strengthen engagement, performance, and long-term talent resilience.

Derek partners with senior leaders as a strategic guide and constructive challenger, helping them navigate complexity with clarity and confidence. His mentoring approach blends strategic reframing with intergenerational intelligence to anticipate cultural, technological and generational shifts, strengthen decision making and minimise blind spots. Working through a whole leader lens, he emphasises alignment across work, health, family and personal purpose, coupling disciplined energy management with resilience and long term growth. Drawing on decades in banking, entrepreneurship and elite sport, he brings a steady, adaptive mindset and a practical perspective on digital and AI driven trends so leaders remain relevant and equipped to lead in a rapidly evolving landscape.

Derek brings deep cross-sector expertise in:

• Gen Z & Gen Alpha insight and the future of work – creating direct, structured engagement between senior leaders and emerging talent to inform strategy, culture, and proposition design.

• Financial services & wealth management – applying two decades of front-line investment and private banking experience to board-level conversations on risk, growth and client expectations.

• Diversity, equity & inclusion – designing practical, insight-led interventions that shift leadership behaviour, broaden talent pipelines and embed inclusion in decision-making.

• Leadership mindset & high performance – combining experience from sport, banking and entrepreneurship to help leaders manage blind spots, build resilience and lead through transformation.

A former international triple jumper, Derek ranked 27th on the UK all-time list on retirement. Furthermore, in 2006, he received the Queen's Award for Enterprise Promotion and has served as an ambassador for UK Innovate. He is a Henley Business School-qualified Executive Coach, holds the Freedom of the City of London and is a Liveryman of the Worshipful Company of Haberdashers. Passionate about diversity and inclusion, he has developed and delivered high-profile, innovative solutions to enhance diversity across a range of organisations, most recently in the investment management industry.