

# Benjamin Peck

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## Professional Profile

A dynamic commercial leader with eight years of proven success in scaling high-growth SaaS businesses from start-up to global exit, including driving an 8-figure acquisition. A strategic fixer and growth catalyst, I bring expertise in crafting and executing go-to-market strategies that deliver sustained revenue growth and scalable functionality. My track record spans both start-up and corporate environments, where I have consistently delivered high-impact results across technical and commercial domains.

## Experience

### THE ACCESS GROUP

London, UK

*The UK's largest software company, serving over 100,000 customers globally across diverse industry verticals*

#### Head of Commercial

05/2024 - Present

- Promoted to lead two acquired products and associated commercial teams
- Responsible for a combined total ARR exceeding £10m
- Achieved three consecutive quarters of 20% revenue growth across both products.

#### Head of Partnerships

10/2023 - 05/2024

- Founded a cross-divisional partnerships function
- Responsible for strategic direction & development, engaging stakeholders across the business from product & engineering, through to marketing & sales to achieve key function objectives
- Generated c.£1m in (AR) revenue with strong growth projections

### GROWTH | DIVISION

London, UK

*A consultancy business bringing innovative ideas to market via scalable channels*

#### Consultant & Advisor (Part-time)

09/2020 - Present

- Working with early-stage start-ups to develop & implement go to market strategies

### TRAIL

London, UK

*A digital compliance app for hospitality & retail businesses globally; live in over 7,000 sites. Acquired in 8-figure deal to The Access Group*

#### Head of Partnerships & Growth

09/2022 - 10/2023

- Continued leadership of the partnership function with added co-leadership in Growth
- Co-developed and executed strategies for paid, organic, and broader marketing initiatives
- Generated over £4M in Marketing Qualified Leads (MQLs) within five months, primarily through PPC and organic channels.

#### Head of Partnerships

09/2020 - 09/2022

- Established the partnership function from the ground up, contributing over 35% of total revenue at acquisition

- Led integration, commercial, and strategic partnerships to drive business growth
- Played a key role in shaping and executing a multi-channel growth strategy

## **ORDOO**

London, UK

*Marketplace click & collect service for restaurants operating in the UK; was live in c. 500 sites with c. 60,000 users*

### **Head of Partnerships**

10/2019 - 08/2020

- Responsible for strategic partnerships, business development, account management and tech roadmaps
- Helped launch partnership function; developed four partnerships ultimately closing c.20% of new MRR
- Developed playbooks for sales & account management teams in affiliate companies

### **Business Development & CS Executive**

03/2018 – 10/2019

- Responsible for both outbound & inbound sales strategy targeting SME restaurants nationwide
- Launched new sales function; reduce sales cycle length by c.60% & grew revenues by c.15% p/month
- Trained & co-managed a four-person sales team; built an online help centre for internal and external use

### **Accounts Manager**

11/2017 – 03/2018

- Responsible for 30-50 clients across the UK, focused on the SME segment
- Reduced time for new client onboarding by c.70%; reduced error rate by removing manual elements
- Co-led relationship with third party marketing specialist to re-design company branding

## **VOOV**

London, UK

*Founded in 2015, Voov started out as a discount platform for e-commerce, before pivoting into bias-less journalism*

### **Founder**

05/2013 – 07/2017

- Following school, I left formal education to pursue a career as an entrepreneur. Built MVPs for a range of concepts including a discount platform for e-commerce and a short form factual journalism website
- The e-commerce platform reached market fit, trading a few dozen units a month, but was unable to scale
- The journalism platform was a technical success, but didn't find strong market fit

## **Education**

### **BIRBECK, UNIVERSITY OF LONDON**

London, UK

#### **Economics BSC**

10/2025 – 07/2030

- Enrolling in a part time course covering a core of rigorous, technically demanding, yet applications-oriented, skills in economics

### **Stowe School**

Buckinghamshire, UK

#### **A-Levels**

09/2014 – 07/2016

- A\*- B grade in Politics, History, Geography & Business