



Access to Experts



James Rawes , Executive Director, Business Development, EMEA , The Conference Board

James Rawes, based in Brussels, heads the sales, marketing and communications functions for The Conference Board in Europe & the Middle East.

He has more than fifteen years of sales and management experience in contract publishing in the UK, with responsibilities in Europe, USA & Asia Pacific.

From 2004-2006 James headed up and successfully re-organized and transformed a UK based online service provider to the Wealth management Industry into a global, more customer-focused and efficient sales organization, leading to expanded growth opportunities and increased revenue.

From 2000-2004 he was Sales Director at one of Europe's largest contract publishers, SPG Media PLC, where he oversaw the developments of contracts with a diverse group of organizations, including; *The World Health Organization, The Automotive Association, The Chinese Council for Promotion & International Trade (CCPIT) & The World Water Council.*

His responsibilities included: print publishing, online sales, marketing, and event coordination.

He is married with 3 young children.

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