Jeni Smith Speaker Pack

Speaker Bio

Jeni is passionate about connecting people. When people come together powerful things happen: relationships are built, knowledge is shared and sparks of innovation are fired.

With fifteen years' experience in the networking industry, Jeni now teaches networking skills and creates networking strategies to help people come together and build effective, long-term relationships.

During her careers she has won several awards in enterprise including being named within the 'Future 100 Young Entrepreneurs' in the UK in 2010, and 'Growth Accelerator Programme' winner 2012.

Between 2017-19 she conducted two rounds of academic research with Durham University, exploring her unique strategic business networking model. The research results spurred her on to launch Networking KnoWho, a new networking consultancy, to help individuals and businesses become more confident, efficient, and strategic networkers.

Jeni truly believes that networking has the ability to change people's lives, unlock hidden potential, spark world-changing ideas and be the catalyst for positive change: all starting with a simple "Hello".

Speaker / Contributor Topics

Here are some topics I am extremely confident in delivering talks and/or contributing towards any way:

- Networking
- Networking for careers
- Networking for innovation
- Networking in lockdown / through a recession
- Women in business
- Launching in lockdown
- Tech start-up
- Women in tech
- My entrepreneurial journey
- My personal journey

Background

As a brief overview, here's some more information on my experience and background:

- Originally from a small village near Carlisle, at 18 I moved to Fiji where I lived with nuns and worked in a deaf school
- Studied Business & Finance at Liverpool's JMU
- I've been networking since 2006, including a year as a full-time networker in Liverpool (my first business) and launching a networking group in Cumbria
- I was named 'Future 100 Young Social Entrepreneurs' in the UK in 2010, and 'Growth Accelerator Programme' winner in 2012
- North East StartUp Awards finalist 2021 (winners to be announced June 21)
- Having created my own networking ecosystem hypothesis, Durham University Business School conducted two rounds of academic research into in through their MBA programme
- Working for Sunderland Software City I spent three years support the North East tech community
- Studied for a level 1 in British Sign Language in 2019 whilst pregnant with first child
- Following maternity leave launched Networking KnoWho in April 2020 just as the world went into lockdown
- Launched strategic networking SaaS platform in May 2021
- Mentor for The Girls Network
- I've been sober since June 2018 and strongly believe sobriety has had a huge impact on my personal and professional life

Previous Experience

I have experience speaking publicly and contributing in many different ways over many years, including:

- Regular guest on BBC Radio Cumbria
- Growth expert panellist for Insider Media
- Multiple Podcasts. Examples: [A Business Life](#), [Growth Strategy](#), [Graduate Compass](#), [Profs Radio](#), [Colour Media](#)
- Interviews for print
- Fireside chat style events
- Live presentations (remote and in person)
- Live keynote (remote and in person)
- Pre-recorded interviews
- Guest lecturing at: Newcastle University, University of Sunderland, Cumbria University, Durham University and Liverpool John Moore's University

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Details

Headshots (including high-res):
https://www.dropbox.com/sh/4vkum4oz90qkn80/AAAcqYzXezqfMp3niWD8_xY_a?dl=0

Social Media handles:

Twitter: https://twitter.com/NetKno

Twitter: https://twitter.com/Jeni_Smith_

LinkedIn: https://www.linkedin.com/company/netkno

LinkedIn: https://www.linkedin.com/in/jeni-smith/

Facebook: https://www.facebook.com/NetKnoWho

Instagram: https://www.instagram.com/net_kno/

Presenting Style:

YouTube: https://bit.ly/31dMFevv

More information:

www.netkno.co.uk

Contact details:

Jeni Smith

Founder & Networking Strategist

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