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PO BOX 57323, LONDON. E1 1XA  
T: +44 (0)20 7247 1193 F: +44(0) 20 7247 0980  
E-mail: [info@cityspeakersinternational.co.uk](mailto:info@cityspeakersinternational.co.uk)  
Web: [www.cityspeakersinternational.co.uk](http://www.cityspeakersinternational.co.uk)



**Name**

Rachel Elnaugh

**Topics and Title**

Entrepreneur & Business Speaker

**Background History**

Rachel Elnaugh is one of Britain's highest profile female entrepreneurs.

Having started her working life as an office junior, at the age of 24 she created the market leading experiences brand Red Letter Days on a shoestring budget from the front room of her home. Red Letter Days went on to generate over £100million in turnover in the 16 years that she ran it, and in doing so pioneered the UK's £250 million experiences sector.

This earned her an Ernst & Young Entrepreneur of the Year award in 2002, as well as being short listed for the 2001 Veuve Clicquot Businesswoman of the Year award and the Growing Business Entrepreneur of the Year award in 2002.

Then, in early 2005, Rachel shot to fame as one of the original Dragons in BBCTV's BAFTA nominated cult business show Dragons' Den.

After the well-publicised crash of Red Letter Days in 2005, which followed the ill-advised expansion of the business three years earlier, Rachel stepped away from business life but is now involved in a number of new business projects as well as helping, advising and mentoring small businesses.

Rachel is also a prolific business speaker, having entertained audiences throughout the UK and beyond including Harvard Business School, the London Innovation Forum, and the Scottish Parliament's Festival of Politics. She was a keynote speaker at last year's National Franchise Exhibition at the NEC, and also appeared on stage at last year's Conservative Party Conference.

She was a member of the judging panel of the Grazia Businesswoman of the Year Awards 2006 as well as the Accountancy Age Awards 2006.

In September 2006 Rachel was appointed non-executive director of the Aberdeen based Enterprise North East Trust with a brief to raise the profile of the Trust and help drive growth for its services to small businesses, not only in Scotland but throughout the UK.

Rachel lives in Bakewell, Derbyshire with her four sons Mark, Paul, Eddie and Michael.

Her main topics are:

- Rachel Elnaugh - Entrepreneurial Journey
- Starting and Growing a Small Business
- The Challenges of Being a Woman in Business