

BUSINESS START UPS

CASE STUDY: RUGBY PLAYER and BUSINESS OWNER

PPF
Professional
Players Federation

Name: Josh Ibuanaokpe **Age:** 25

From: London

Playing Career Summary:

The 25-year-old prop started his professional rugby career at Harlequins Academy, before making his first start against Saracens in the Anglo-Welsh Cup, scoring the winning try. In 2019 the Tighthead made the move across London to join Saracens, where he is currently honing his front-row craft. He also completed a Physics degree at Bristol University alongside his playing.

Second Career: Owner, Pop up chicken wing business WingTing

Support from Player Association:

Josh relied on his Development Manager Ben McGregor to bounce ideas off and who helped him with some of the practicalities of setting up a business as well as giving him the confidence to go ahead with it. The RPA also awarded Josh the first Vodafone Gain Line Award of the 2020/21 season.

Second Career Highlights:

- Forming a charity partnership with Southwark Foodbank with 10% of profits going to charity.
- Growing their social media audience and generating positive reviews from food bloggers and influencers.

Second Career Challenges:

- Having to put the business on hold during lockdown and find other ways to raise money. He is now selling WingTing Tshirts.



“ The thing for me which has always been really important is giving back to my community. I’ll look to reinvest some of the profit back into the business and donate the rest. By making the business a pop up restaurant, I can be fairly flexible and don’t feel that I’m stretching myself too thin but still getting my name out there. ”

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