**Name MBA/MSC**

Phone • LinkedIn Profile URL • email@mail.com • Location

Career Objective/Mission

My career objective is to use my proven commercial leadership ability to add value to disruptive and forward thinking organisations. I hugely enjoy re-engineering businesses to deliver outstanding results, and motivating and encouraging others through change.

Key Career Achievements

* Grew a start-up from 1 customer to 10,000 within 5 years
* Increased turnover from $1million to $100 million within 5 years
* Turned around a failing transformation program while managing a large organisation - in excess of 6-7,000 people across multiple locations
* Created a world-class global procurement function, saving £1bn over 3 years with £15mil investment.
* Led division from years of operating losses to positive earnings, delivering significant improvements ever year, culminating with a +686% growth in operating earnings in 2009

Key Competencies

* Exceptionally strong relationship, stakeholder management, coaching and mentoring skills
* Strong consumer and customer orientation – highly brand savvy
* Deep experience in the design and implementation of new business models
* Very broad sector experience across Alcoholic Drinks, Technology, Leisure, Retail, Energy, Power, Utility, Passenger Transportation, Rail, Engineering and Mining sectors
* A collaborative team leader and energising communicator
* Extensive international experience including China and across Asia Pacific, USA and Western Europe

Career History Summary

|  |  |  |
| --- | --- | --- |
| **Company** | **Role** | **Dates** |
| Initech | VP Sales & Marketing | Sept 2010 – Present |
| Globex Corporation | Chief Operating Officer | June 2007 – Sept 2010 |
| Umbrella Corporation | Chief Procurement Officer | Jan 2003 – June 2007 |
| Massive Dynamic | Global Programme Director | April 1999 – Jan 2003 |
| Tyrell Corp | Global Business Transformation Director | Feb 1990 – April 1999 |
| Tyrell Corp | Business Procurement Director | June 1988 – Feb 1990 |
| Weyland – Yutani Corporation | Customer Service Director | Jan 1986 – June 1988 |

Full Career History

VP Sales & Marketing, Initech, Boston

(Sept 2010 – Present)

Achievements and responsibilities:

* Grew the business from 1 customer to 10,000 within 5 years
* Increased turnover from $1million to $100 million within 5 years
* Was a key member in putting together successfully delivering our IPO
* Delivered global sales and marketing initiatives including securing launch services backlog, forecasting, business development, product development, customer relationships and more.
* Initiated, developed and executed a successful global strategic marketing and sales plan
* Integrated state of the art sales and marketing systems to increase efficiency and productivity by more than 250%

Chief Operating Officer, Globex, Beijing

(June 2007 – Sept 2010)

Achievements and responsibilities:

* Led division from years of operating losses to positive earnings, delivering significant improvements ever year, culminating with a +686% growth in operating earnings in 2009
* Revamped management personnel to build a team capable of delivering sustained organic growth in a zero sum market
* Repositioned business portfolio to both right size the retail stores and grow the highly profitable outlet segment to maximise earnings. Led a comprehensive real estate strategy to change mix of channels, resulting in exiting 120 stores and opening 50 outlets
* Integrated redundant infrastructure while consolidating all non-store support functions

Chief Procurement Officer, Umbrella Corporation, London

(Jan 2003 – June 2007)

Achievements and responsibilities:

* Re-engineered a world class procurement function, saving £1billion over 3 years through an investment of £15million
* Worked collaboratively with US and China based counter parts to orchestrate a global procurement transformation project
* Project led the implementation of SAP systems, which contributed to significant days sales outstanding and overall cash flow improvement, delivering efficiency savings or more than £100 million in the first year alone
* Worked closely with the COO to develop logistical partnerships with our top 5 customers, reducing total freight costs to those customers of more than £500,000 each per annum

Interests

I devote a lot of my time to charities, in particular the clean water for all scheme and the rehabilitation of individuals into business after being incarcerated. I’m a competitive tennis player, winning the Veterans tournament at my local club 2 years in a row. I’m a keen sailor, competing regularly in international sailing regattas, and enjoy attending the opera and theatre.

Qualifications

* MSc Management Science - Imperial College London
* BA (HONS) Geography (2:1) - St Andrews University
* Honorary Doctor of Humanities degree from University of Barkley
* Fellow of the Royal Geographical Society

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