**John Smith**

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**Profile**

An experienced Chief Executive/Managing Director who combines a wide range of experience from entrepreneurial start ups to large corporate divisional management in fast moving retail and communications sectors.

Successful in both international corporate reporting structures and venture capital backed turnaround for sale environments.

A track record of devising forward looking strategies to develop market penetration including new client acquisition and key account development.

Operational skills to develop and implement technology and process based solutions from creative service through production to final fulfilment.

Outstanding results achieved in transforming profitability through commercial, culture and process programmes to maximise shareholder value.

**Career History**

**Managing Director Company1 Ltd Nov 09 – Present**

Leading a £50m turnover organisation, employing over 500 people across 3 UK sites providing specialist products and services to leading brands in the retail sector including A, B, C & D

Key Achievements:

* Revenue growth and margin restructuring to focus on account profitability delivering overall profit growth (X)
* Production rationalisation to streamline efficiencies in multi process print production, warehousing and complex retail fulfilment delivering multi-million savings (X)
* Internal culture transformation to deliver customer focussed services

**Commercial Director Company2 Ltd Apr 04 – Sep 09**

Part of the board of a £20m leading edge digital printer responsible for a commercial team of 50 people, consisting of estimators, planners and buyers. Responsible for protecting and improving profitability of the organisation

Key Achievements:

* Review of all systems costsings and margins to bring into line with current production processes, costs and market rates
* Implementation of a comprehensive procurement policy across the business
* Automation of the Estimate-Job Ticket-Invoice process improving accuracy of costings and invoices. Also leading to a reduction in spoilage.
* Increased invoice accuracy delivered a reduction in overdue invoices (X)
* Implementation of supplier contracts with a volume rebate structure for paper, ink & logistics delivering a year on year saving of £X000K

**Senior Category Manager Company 3 Ltd Jan 00 – Mar 04**

* Company 3 is a lithographic printer with a turnover of £20m based in the south east.

Key Achievements:

* Responsible for a spend of £5m
* Implemented a fastrack estimate/quote service for key clients
* Achieved a net saving of 5%hrough contract negotiation
* Led a project team to review end to end process which resulted in one off costs savings of £500K and annual savings of £200K

**Education**

College A 2000-2001

Course

College B 1986-1990

Course