



Personal Profile & Qualifications

Key Experience

- ① Senior programme and project Management in multiple projects
- ① Company Formation and Start-ups
- ① Corporate Governance
- ① Strategic and Business Planning
- ① Organisational Development
- ① Mergers & Acquisition planning & implementation
- ① Due Diligence
- ① Contract negotiation & management
- ① Financial & Scenario Modelling
- ① Business Turnaround
- ① Working Capital and Cash Flow Management
- ① Financial Management
- ① Fund Raising, both debt and equity
- ① Fraud Investigations
- ① Procurement and Supply Chain Management
- ① Internal Audit
- ① Business Innovation
- ① Environment & Social Governance (ESG)

Qualifications

- ① MSc Manager and Organisational Development.
- ① Diploma in Management Studies (Post Grad);
- ① BA (Hons) Business Studies.
- ① Chartered Management Institute (Affiliate)
- ① Medilink;
- ① Federation of Small Business.
- ① Working towards Chartered Institute for Securities and Investment Diploma in Corporate Finance.

Professional Profile

Ian has a wealth of experience of corporate and strategic project management and business planning and commercial skills built up over many years.

Based in the West Midlands, Ian has supported multiple projects involving transfer of ownership, and turnaround of distressed companies by executing business improvement and cost reduction. This has involved new strategy formation, business planning, financial and scenario modelling, and project management through to full implementation. Ian's experience covers a diverse range of clients from commercial businesses to public sector and not for profit organisations. Ian has developed strategies for growth, cost efficient procurement, alignment of sales and marketing teams, streamlining processes to minimise inefficiency and generating additional revenue.

His experience also includes supporting the NHS with financial management and planning. Ian has also completed multiple Mergers and Acquisition projects to add substantial growth and value within large PLCs. Ian also has excellent knowledge of audit processes related to financial scrutiny and procedure compliance. He has completed numerous reviews and investigations from working capital to forensic accounting and fraud investigation. Ian also has been developing business innovation to improve business outcomes and operational efficiencies.



Career History

Corporate Strategic Services Consultancy (2016 to present)

- ① Strategic and Business planning for a number of clients.
- ① Business consultancy, financial planning and new business start ups
- ① Project management of a number of business start-ups and developments.
- ① Mergers & Acquisition planning and implementation
- ① Private Equity fund raising
- ① Corporate Governance
- ① Fund raising for Management Buy In
- ① Support for early- stage businesses and business development
- ① Marketing Projects within the care home sector
- ① Created a strong deal generation pipeline of investment opportunities in Tech, Med, life Sciences Sustainability / ESG, negotiating with a number of organisations who technically validate pre revenue companies.
- ① Procured contracts with technical solutions within the construction sector both UK and Overseas including project management.
- ① Creation of new business lines for an ongoing PLC.
- ① Negotiated with financiers funding for small property developers.
- ① Growth of a small business with revenue of multiple multi million contracts, sourced, negotiated a supply and install contracts for a lighting system and project management of the contracts overseeing the delivery, on time, on budget which successfully doubled the revenue for the client.
- ① Complex Fraud Investigation Projects undertaken within the financial services and marine sectors.

Finance Birmingham 2013-16, Investment Director Birmingham (Private Equity)

- ① Managed a £25m specialist investment fund and invested the money in 500 new technology, collaborative projects to assist the aerospace sector develop the future technologies for new sustainable aircraft by 2030.
- ① Successfully invested across multiple early-stage investments within the Tech sector including with full project management and contract negotiation to completion.
- ① Successful deal origination

Hill & Smith Holdings PLC 2000 – 2013, Director of Mergers and Acquisitions– M&A

- ① Creation of the growth strategy through acquisition to increase profitability, cash generation and improvement to KPI's of the Group
- ① Full project management to successful conclusion of 25 projects to either buy or sell companies within the Group.
- ① The process Ian managed included the research and contact to identify a hit list of opportunities, negotiation, and management of teams of professionals to undertake the due diligence and conclude the transaction through long and complex contract negotiations. Post completion integration. Targets included cross border transactions.
- ① The strategy of growth included the sale of non-core businesses freeing cash for reinvestment and improving the KPIs. The process was similar adding sale of business readiness.
- ① Management of the procurement process of energy both gas and electricity for the Group a substantial cost of sale and developing a strategy to add £1m of profit to the Group through a refined
- ① Created marketing strategy to align the cross over sales functions create marketing efficiencies shifting the dynamics from product to project sales adding significant revenue and profitability to the Group. This resulted in larger supply contracts, reflected in revenues.



- ① Created new sales territories for the group across India and Pakistan, with a variety of group infrastructure products
- ① Creation of the internal audit function controls based and compliance with policies and process leading to working capital reviews to drive cash, identify areas to improve gross profit and highlight areas of inappropriate accounting and misappropriation through forensic accounting.
- ① Responsible for Corporate and Social Responsibility generating multiple areas of CO2 reduction leading to reduced operational costs for example reducing logistic costs through efficient route planning, nesting of products, recycling excess production heat. The work also extended to education having identified workers with reading and writing difficulties.

Non- Executive Director of a Primary Care Trust

- ① 5 years as Non-executive Director for a Primary Care Trust chair of the Finance, Contracting and Estates Management Committee.
- ① Key procurement contracts included the delivery of
 - Hospital services to the Trust,
 - GP practices and service delivery
 - Pharmacies
 - Dentistry services
- ① Identification and rectification of misuse of public money within certain areas of external providers of services
- ① Member of the additional committees included both Audit and Remuneration
- ① Part of the team undertaking change management ahead of the shift to Clinical Commissioning Groups
- ① Participating member of end-of-life service provision and out of hours emergency services
- ① Patients Advocate within Mental Health services

Pre 2000

- ① PwC 1990 – 2000 Manager Financial Advisory Services working across a full range of business sectors undertaking restructuring and corporate turnaround work assignments.
- ① Robson Rhodes Chartered Accountants 1986 – 1990 - Trainee accountant (Time Barred) and corporate recovery undertaking a investigations and corporate turnaround.