
CV

Ivor Goodone

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ACCOUNT MANAGEMENT - BUSINESS DEVELOPMENT

♦ Construction Industry - Waste Management - Recycling - B2B Sales ♦

With a proven record of business development and establishing new procedures and increasing efficiencies within the waste management industry, including major projects in the Northern Region (UK). Ability in defining project, financial, marketing, training and operational strategies whilst controlling a large multi-national /multi-skilled workforce. Committed to quality, customer service and staff development. Communicating to board level but experienced at all levels of large and small companies.

AREAS OF EXPERTISE

- | | | |
|--------------------------------------|----------------------|-------------------------------|
| • Account Management | • General Management | • Operational Management |
| • Contract negotiation / tenders | • Project Management | • Waste Management |
| • Meeting strict deadlines | • Staff training | • Environmental ramifications |
| • Trouble shooting / problem solving | • Financial Controls | • Landfill treatment |
| • Sales and marketing | • Health and Safety | • Quality Assurance |

PROFESSIONAL EXPERIENCE AND SIGNIFICANT ACHIEVEMENTS

CONSULTANT

Nov 05 - Present

Company Name 1

Offering UK construction businesses, independent, confidential advice and support on practical ways to increase profits, minimize waste and reduce environmental impact. Providing information and advice on a number of cross-sector initiatives that have helped companies realize cost-savings and reduce environmental impact, whilst remaining in compliance with legislation.

- Advising the construction industry on waste management and environmental issues including re-cycling operations, quality and training assessment. Member of Senior Operations Team - monitoring and controlling daily operations.
 - Consulting on cleaner design, cleaner technology, environmental management systems, hazardous waste, packaging, solvents and VOCs, water, waste management and minimization, as well as the day-to-day routing and scheduling of waste collections (over 100 vehicles).
 - Budgeting for transport running costs.
 - Established a risk assessment procedures from conception and wrote quality procedures (Health and Safety - waste management licence compliance, ISO 14001).
 - Met all objectives within the transportation of sewerage sludge, liquids and the cleansing of the drainage system.
 - Renegotiated terms with customers/suppliers. Sourced new customers and developed significant client base.
 - Helped develop business strategies that reflected increased profit.
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PROFESSIONAL EXPERIENCE AND ACHIEVEMENTS (CONTINUED)

MANAGING DIRECTOR (ACCOUNT MANAGEMENT)

Sep 99 - Nov 05

Company Name2

- Managing and developing business and relationships to senior level.
- Sourced new clients, negotiated terms and developed significant client base.
- Responsibility for Health and Safety, (waste management licence compliance, ISO 14001). Introduced ISO 14001 to departmental operating systems.
- Trained staff.
- Increased turnover from £250K to £1.1 Million p.a., 12 to 36 clients, 3 - 5 staff.

LANDFILL NEGOTIATOR (ACCOUNT MANAGEMENT)

Jul 97 - Sep 99

Company Name3

- Sourced new customers and developed client base through marketing several landfill sites in the North East.
- Optimized void potential.
- Contributed to business strategy formulation and forward planning as a member of the management team.
- Exceeded profit and revenue targets.

COMMERCIAL MANAGER (ACCOUNT MANAGEMENT)

Jan 95 - Jul 97

Company Name4

- Responsible for sales, marketing and development of the business.
- Advised building and construction companies on storage and disposal of all waste materials.

CONTRACTS ENGINEER TO DIRECTOR

1986 - 95

Company Name5

- Priced tenders for general civil engineering works for various clients.
- Programmed works, organized labour, co-ordinated subcontractors, plant and materials, controlled costs, prepared of valuations and accounts.
- Renegotiated and agreed costs with suppliers and variations of day works.

EDUCATION

HND	Engineering - Building Services	1983
OND	Civil Engineering	1978

PERSONAL

Interests and Pastimes: Walking, climbing, bird watching, photography.
Voluntary worker for the Royal Fleet Auxiliary Association.

Mobility: Full clean driving license.

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