
John Smith

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INTERNATIONAL BUSINESS ADVISOR (EMEA & US)

♦ Identifying New Markets - Branding - Business Startup / Expansion ♦

A well networked, multi-culturally aware and resourceful Business Mentor with over 30 years Senior Management experience, guiding quality, high value engineering businesses (EMEA and US). An advisor to board level for rapid growth companies and a corporate strategist, developing JVs and business partnerships for international companies and SMEs in various business sectors. Achieving year-on-year targets whilst managing, developing and empowering strong teams. Up-to-date on Lean Manufacturing, Six Sigma, I.T. and business trends.

AREAS OF EXPERTISE

- Quality, High Value Engineering
- Exploiting New Markets
- Partnership Development
- Man Management / Staff Training
- Cost Saving / Negotiating
- Strategic Planning
- Identifying New Customers
- Marketing & Branding Strategy
- Joint Ventures
- Quality Assurance IIP, H&S, BBB
- Business Analysis / Startup
- Business Expansion
- Exports
- Troubleshooting
- Problem Solving

PROFESSIONAL DEVELOPMENT

Business Mentor: Environmental Industries Federation (EIF)
Business Link.
Enterprise Development initiative (EDI).
UKTI Trade and Industry Investment.

Training courses: Employment Law, Business Management, Investors In People, Building A Better Business, Executive Coaching, Mentoring, Leadership (Trainer), Team Building, Total Productive Maintenance (T.P.M.) (Trainer), Full H.S.E. and Risk Assessment (Trainer), Business Disaster Recovery, Loss Prevention, Quality Assurance (Trainer), Auditing, Communications/Briefings, Financial and Budget Control, Forecasting, Business Planning, European Foundation of Quality Management, Total Quality, Stress Awareness, Time Management, Quality Improvement, Operations and Production Management, Management Development, MOD Assessment Training, Non Destructive Testing Levels 1 & 2, 360° Appraisal Training.

PROFESSIONAL EXPERIENCE AND ACHIEVEMENTS

BUSINESS CONSULTANT

2003 - Present

Company A

- **Operating Sectors** (up to 300 employees) include: Environmental Groups, Kitchen Manufacturer (Design and Installation), Creative Art, Hairdressing Industry, Security Systems, Engineering, Design and Marketing, HSE and Risk Assessment, Various start-up businesses.
 - **Awarded the Prince's Trust's:** "North East Volunteer of the Year 2006" for business mentoring.
 - Press release and written accolades available on request. Various start-up businesses.
 - **NEGOTIATION SKILLS:** In all of my appointments addressed numerous issues regarding workforce planning. This included the outsourcing of m/c tools, maintenance, energy, casual labour, security, transport, building contracts and developing plans for a green field site initiative to produce quality component parts.
 - **Created major changes** to existing working practices and required sensitive negotiations with employee's staff, trade unions, management and company directors to ensure their successful introductions.
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PROFESSIONAL EXPERIENCE AND ACHIEVEMENTS (CONTINUED)

JOINT OWNER

1980 - Present

Company X

- Running own successful business.
- **Operating Sectors** (1-25 employees) include: Environmental Groups, Kitchen Manufacturer (Design and Installation), Creative Art, Hairdressing Industry, Security Systems, Engineering, Design and Marketing, HSE and Risk Assessment, Various start-up businesses.
- **First to achieve IIP for a sma**
- **II business under new rules:** Implemented a management system for "Company X" (own company). Established system controls and improvements for all business disciplines from planning, finance, legislation, training and development communications and audit.
- This initiative created widespread interest within the Hairdressing Federation and Advisory Community. As a measure of our success development we achieved Investors In People status in November 2003 .
- **Awarded** the Prince's Trust's: "North East Volunteer of the Year ####" for business mentoring.
- Press release and written accolades available on request. Various start-up businesses.

HEAD OF OPERATIONS

to 2002

Company B

Responsible for delivery of the company's critical products i.e. Turbines, Compressors and Fan's at cost, on time and fit for purpose. An operational workforce of over 500 employees' produced high quality components supervised by 17 production foremen and managed by 5 production managers.

- Liaised across a broad cross-section of Employees, Management and Directors.
- Implemented daily briefing sessions across all shifts that kept employees abreast of company issues and encouraged two-way communications.
- Met and negotiated with customers and business partners Europe and America.

As Head of Facility/Services

- Ensure that the facilities infrastructure, buildings, security, transport, m/c tools, H.S.E. and energy were able to support the manufacturing operations within the budget forecast.

CAREER SUMMARY (1972-Present)

Newly Formed Business	Company #	2002- On-going
Business Mentoring	Company #	2003- On-going
Head of Operations Facility/Services	Company #	1974- 2002
Head of Manufacturing Operations	Company #	(1995-99)
Plant Engineering Manager	Company #	(1992-95)
Production/Inspection Manager	Company #	(1986-92)
Inspection/N.D.T. Supervisor	Company #	(1985-86)
Inspector	Company #	(1974-85)
Aircraft Fitter	Company #	1972- 1974
Engineering Apprenticeship	Company #	1968- 1972

PERSONAL

Interests and Pastimes: Swimming, Oil Painting, Gardening, Walking and Reading
Mobility: Full clean driving license.
Born: 1952.