
Paul Jones

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TECHNICAL DIRECTOR / MANUFACTURING MANAGEMENT

♦ Business Development - Marketing - Sales - Consulting ♦

Nearly 20 years experience within the engineering sector, gaining a track record of dramatically improving manufacturing efficiencies and profits; managing projects within budget, scope, timescales and manufacturing process limitations. Substantial experience within Industrial Welding / Engineering, Heavy Fabrication and Offshore Sectors, possessing extensive knowledge of engineering standards and have experience training and supervising others. Working within an ISO 9001 accredited environment.

AREAS OF EXPERTISE

- General management
- Problem solving
- Budgeting / financial controls
- Project management
- Company start-up / development
- Team leadership
- Staff training / development
- Customer focus
- Technical sales
- Welding / fabrication
- Health and Safety
- Quality Assurance

PROFESSIONAL DEVELOPMENT

PCN -ASNT	Level II, Magnetic Particle Inspection (MPI), British Gas	1994
City & Guilds	Business Studies	2000 - 01
City & Guilds	Welding Engineering	1980 - 84
Offshore	Survival and Firefighting (PICWICS / MAPS / TOPS)	1997
Certificate	Management and Team Leadership	2001
Certificate	Sales and Presentation with I.T.	2000

PROFESSIONAL EXPERIENCE AND SIGNIFICANT ACHIEVEMENTS

DIRECTOR (FABRICATION)

Aug 01 - Present

Write Company A Here, Billingham

WPE Ltd. specialise in the welding major offshore materials, both in-shop and onsite such as Pressure /Filter Vessels for the Process Petrochemical Industries. I am responsible for the management of the Specialist Welding Services in Exotic and Semi-exotic materials: Directing and developing the manufacture of injection and HP Mud Systems and Packages for use in the offshore drilling industry to all major manufacturing codes.

- Writing and implementing a quality system to ISO 9001:2000 standards.
- Liaising with clients worldwide to identify customer requirements .

Developed a range of new systems and packages for the Petro-chemical Industry:

- Incorporating a N.D.E. and PWHT facility in-house allowing 24 Hour N.D.E. and PWHT turnaround. Manufacturing lift packages up to 30 TONNE.
 - Organising and directing Site Teams tailored to suit the clients' requirements incorporating level of Middle Management to Labourers, Riggers and N.D.E Operatives throughout the world.
 - Gained vast experience of both shop and site installations in the U.K./U.S.A./Far East and Australia.
 - Developed the "drop platform system" that now enables transport operatives ease of access to the top of road tankers and move off in safety.
 - Added security and reduced breakdown times to a minimum by optimising the spare parts held.
 - Developed the "Pretcon fitting" to provide a superior method of joining lined pipes together, whether on-site or pre-fabricated in the shop.
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PROFESSIONAL EXPERIENCE AND SIGNIFICANT ACHIEVEMENTS (CONTINUED)

DIRECTOR (FABRICATION DIVISION)

Oct 99 - Aug 00

Write Company B Here, Sunderland

- Established, managed and developed this Fabrication Division using third party companies.
- Negotiated a takeover of Target Process and the new company was formed out of which Walker Process Engineering was established.

As Staff Trainer/Management Developer: (experience gained in all aspects of HR/ personnel work).

- Evaluated training programmes for staff such as Health and Safety and Quality Assurance
- Delivered new training solutions that met the needs of the business and the clients.
- Follow-up research concluded, improved budgets, increased profits, improved morale.

OPERATIONS DIRECTOR (FABRICATION)

Jan 98 - Oct 99

Write Company C Here

- Established this fabrication company, bringing together the best equipment and labour.
- Travelled throughout the world and sourced a significant client base to achieve this.

TECHNICAL SALES ENGINEER

Nov 95 - Jan 98

Write Company D Here, Newcastle upon Tyne.

- Strengthened the company's position and established it as a "Market Leader" in Thermo-Plastic Technology in the Conveying and Transmission sector. Set up a significant contract with Nestle (UK).

TECHNICAL OFFSHORE APPLICATION ENGINEER

Jan 94 - Nov 95

Write Company E Here

- Product tested and developed sub-sea umbilicals. Carried out offshore installation and handovers.
- Sold post installation services worldwide.

PROPRIETOR / PARTNER / DIRECTOR

1983 - 91

Write Company F Here

- As "Glenn Services Ltd" Set up a training school for advanced welding techniques in UK and Australia.
- Consultant to Domnick Hunter Engineering for 6 months during takeover of Glenn Welding Ltd.

EARLY CAREER SUMMARY:

Welding Engineer / Welder	Smiths Docks (North Shields)	1982 - 83
Apprentice Welding Engineer	Shermac Engineering	1987 - 82

PROJECT MANAGEMENT BY CAREER FUNCTIONS:

- **Operational:** overall management of projects from conception to completion. Ensuring all operations are undertaken in safety in accordance with UK law and project / company H&S policy. Liaison with and supervision of Q.A. staff to ensure project quality objectives are attained. Management of project team functions. Supervision and co-ordination of multiple contractors.
- **Quality:** preparation, development and review of project quality plans. Compliance with corporate Quality Management Systems. Ensuring compliance with client quality objectives. Co-ordination of project audits.
- **Health and Safety:** compliance with corporate, Health and Safety management systems. Preparation, development and review of project Health and Safety plans and risk assessments.
- **Contractual / Commercial:** ensuring project team have a clear understanding of contract and applicable obligations. Close liaison with Q.S. / Commercial Management. Assisting Q.S. in 'end' forecast as required. Reviewing and agreeing project measurement, cost assessments, monthly valuations and variation schedules.

Status: Married. 3 Children

Born: 1965.