

Example Performance CV
John Smith MBA, BSc.

Address

Tel:

Mobile:

E-mail:

General Manager with board level experience in operations, logistics and project management roles. Proven success in multi-site, international, manufacturing and distribution businesses. Has specialist knowledge of the IT and Automotive sectors.

Career History

BLOGGINS LTD, NEWTOWN, BERKSHIRE.

1995 - present

Part of the £2 billion Getrich Group, Bloggins is a £50M turnover company with 16 sites and 400 employees producing electronic components for the IT industry.

Promoted to board level position with multi site responsibility for all operations in a service driven complex business operating throughout Europe.

Operations Director

1999 - present

Responsible for order entry, planning, manufacturing, warehousing and distribution. 230 staff and the delivery of demanding service targets in a business with 20,000 SKUs and 8,000 customers. Responsibility for multi-site operations across mainland Europe with major blue chip customers such as Entron, Worldbom and Wickets.

- Full P&L responsibility for a £30M turnover business unit.
- Developed the strategic plan to meet the operational challenges in a highly complex business environment.
- Improved throughput and efficiency by 15% through process mapping, introduction of KPI's and process improvement in a fast moving warehouse environment.
- Negotiated 20-25% cost reductions with key vendors in an outsourcing and cost down drive and controlled capital projects to £4M.
- Planned and implemented site consolidation, integration and development of plant and new 120,000 sq ft warehouse with 4000SKUs

General Manager

1997- 1999

Full site responsibility for Manchester site with £6M t/o and 120 employees.

- Turned around output and quality performance by introducing new management team.
- Mapped business processes and re-engineered the business leading to 50% reductions in lead times and 20% reduction in labour costs.
- Introduced performance measurement systems and implemented world class manufacturing techniques.

Manufacturing Manager**1995-1997**

Promoted to take multi-site responsibility for two main plants.

- Improved efficiency by introduction of bar code data capture systems.
- Improved customer service by reducing overdue orders by 50% and improving on time delivery by 20%.
- Benchmarked performance and increased productivity and profitability by introducing KPI's and world-class lean techniques.

COMPONENT COMPANY LTD, LONGTOWN, WEST MIDLANDS.

A £60M turnover business with 530 staff. First tier supplier of automotive assemblies to OEM's including JIT supply to Japanese transplants.

Promoted from engineering to line management with full responsibility for planning, scheduling and material control for a production unit with 120 staff in a unionised environment.

Production Manager**1989 - 95**

- Reduced inventory by introducing lean manufacturing techniques using TPS, single piece flow and cellular manufacturing.
- Achieved culture change by implementation of teamworking and empowerment initiatives.

MORRIS AUTOMOTIVE LTD Senior Engineer

1987-1989

LUCAS ENTERPRISES LTD Materials Engineer

1984-1987

Education and Qualifications

Masters in Business Administration (MBA)	Warwick University	2001
Diploma in Engineering Business Management	Warwick University	1993
BSc Hons Chemistry with Industrial Training	University of Bath	1981

Member of Institute of Managers and Institute of Logistics and Transport.

Fluent French speaking to business standard.

Personal Details

Married with 2 children, date of birth 1/01/69.

Full driving licence

Sports and hobbies include competitive canoeing, recreational cycling and walking.