

Christopher Ward

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EXECUTIVE SUMMARY

A highly motivated senior executive with a proven track record who can engage and galvanise people around the transformation and business journey, shaping and delivering it to success. A long career of proven leadership, project management and change management with success across many sectors, designing and implementing solutions to meet market and customer needs. I am enthusiastic and thrive on accountability.

Possessing proven commercial acumen, strategic vision and the ability to demonstrate top-level decision making, together with the leadership and management skills to drive those decisions to successful conclusions. I am solutions focussed and equally adept at negotiating and communicating in the board room or on the shop floor

I thrive on inspiring my team and those around me to achieve beyond their expectations and am passionate about delivering or exceeding customer expectations, contributing to the long-term business development and profitability.

AREAS OF EXPERTISE

- Business Development
 - Stakeholder Management
 - Commercial Acumen
 - Managing Technical Risk
 - Engineering Management
 - Change Management
 - Cost Reduction
 - Financial Controls
 - Project Management
 - Business Strategy
 - Quality Improvement
 - Adaptability
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CAREER SUMMARY

EDT Director 2002 Mar to Present
EDT (T/O £3m) is a registered charity. Its mission is to encourage young people to fulfil their potential through careers in science, engineering and technology.

Remit:- Outlining the programmes strategy direction nationally and producing business plan, managing the regional offices and staff to deliver that strategy, developing key national accounts and driving sales, producing the budget and monitoring performance against budget, using cost accounting to identify cost savings.

Key Achievements

- ✓ Stopped the 10-year downward trend in placement numbers and turnover after implementing my strategic review
- ✓ Enhanced the programme benefits through establishing 18 nationwide master class / workshops at no additional cost to the programme
- ✓ Introduced two new products to broaden the available market the EDT Placements scheme operated within.

DEX Tamar Marine General Manager 2001 June to 2002 March
Dex Tamar Marine (T/O £650K) a boat designer and builder

Remit:- Recruited to project manage the design and build of a concept super yacht tender for launch at the Monaco Yacht Show 2001.

Key Achievements

- ✓ Successful launch of the Sterling Reed V1 concept super yacht tender at the Monaco Yacht Show.
- ✓ Personal design of many of the unique fixtures and fittings incorporated on the V1.

TMA Global Ltd Managing Director 1999 Aug to 2001 June
TMAGLOBAL (T/O £3.6m) tmaglobal are international marketing strategists, specialising in the design and implementation of global marketing solutions, specifically B2B direct marketing. Clients include 3 Com, Baltimore Technologies, NAI, Merrill Corp, Corel and ATG amongst others.

Remit:- Recruited by the owner and Chairman as General Manager, within 5 months I was promoted to MD to grow the business and develop the associated business infrastructure and systems to allow growth to take place smoothly and efficiently. Full P&L responsibility and direct responsibility for all functions within business including Account Managers, Sales and Marketing, Finance, IT, Call Centre and Mail House.

Key Achievements

- ✓ Organic growth of 100% and 50% in two years, achieved whilst maintaining 22% pre-tax profit.
- ✓ Introduced one of the first customised and personalised digital print solutions for bespoke marketing
- ✓ Setting up and international mailing and fulfilment operation

GUL International Wetsuits Operations Manager

1997 Sep to 1999 Jul

Gul T/O (£6m) has been at the forefront of watersports technical development and remains the largest UK based performance Apparel Company

Remit:- Recruited to drive down costs, increase responsiveness, reduce waste, reduce stock, increase quality and identify new technology in the UK's leading wetsuit manufacturer. Directly responsible for production, quality control, maintenance and warehouse and distribution. Active member of executive team and worked closely with sales and design. Reporting staff approx 130.

Key Achievements

- ✓ Cut manufacturing lead times by 50% and reduced WIP by 60% through a continuous improvement programme
- ✓ Set up production of a complete range of sports supports from design approval to manufacture
- ✓ Established system for reducing end of year over stock by 80%

Nashua Photo Ltd

1987 Jan to 1997 May

Nashua (T/O £35m) owned the UK's leading mail order photo finishing brands Truprint and York. The UK operation reported directly to the US parent company.

Acting Managing Director

1995 Sept to 1997 May

Remit:- Transform the business into a customer focussed organisation by segmentation of 3 million customer database to provide customer specific offers, driving customer care to be proactive from reactive, reduce operational errors and reducing service time.

Key Achievements

- ✓ Reduced average cycle time for processing by 50%
- ✓ Increase production efficiency by 24% and reduce waste by 18%

Operation Director

1992 Jun to 1995 Aug

Remit:- Responsible for the efficient and lean manufacturing, production scheduling, Health & Safety of site operations at Telford and Newton Abbot as well as cap ex. Total staff approx 400.

Operation Manager

1990 Jul to 1992 May

Remit:- Responsible for all functions at the Telford site including production, QC, maintenance, customer service, personnel. Dealing with MSF and TGWU. Relationship with Royal Mail as key service provider. Total staff approx 180

Process Engineering Manager

1989 Feb to 1990 Jun

Remit:- Responsible for the continuous improvement programme based of the JIT philosophy. Use of lean tools such as process flow diagrams, cause and effect diagrams, kanbans etc to improve all processes.

Process Engineer

1987 Jan to 1989 Jan

STC Production Engineer

1984 Jan to 1987 Jan

EDUCATION

- BSc (Hons) Mechanical Engineering – Newcastle upon Tyne University (1983)
- Other short courses such as JIT, Dale Carnegie, Customer Relations, Finance for Non-Financial Managers, Strategic Planning, Word, Excel etc.