



PROFILE

A highly motivated senior executive, with extensive retail experience in the UK and international businesses. Achieved Chief Executive Officer, recognised as a natural leader with the ability to deliver strong business results through highly motivated people.

A strong ability to engage others through communication and networking skills, culturally sensitive, adept at strategic planning and detailed implementation.

EXPERIENCE

2006 - Present date

Business Consultant.

Leading and influencing the implementation of a Change Program in Central Europe and Asia, relating to the Shopping Mall experience for customers, reporting directly to the International Director on the Main Board of Tesco Stores Ltd.

1998 - 2006

CEO Tesco Stores Taiwan Ltd.

- Influenced the Tesco Main Board from the feasibility stage, to establish the business in Taiwan.
- Established growth of 6 stores in the face of strong competition, delivering 30% growth like for like at a time when the economy was static.
- Led the market in value brand own label product and stimulated competitor activity.
- Led the market on 24 hour trading and influenced the Taiwan Authorities and the competition activity during the SARS crisis.
- Led the closure and transfer of the business to Carrefour, delivering exceptional results against forecast and ensuring a smooth handover through key relationships.
- Developed a team of highly capable individuals with great loyalty to a business in a transient market and transferred significant numbers of key talented people to the China business.
- Developed and promoted 50 % of the management teams from within the business.
- Established the blueprint for Shopping Malls in Taiwan, later transferred to the wider business.
- Malls are now a recognized, separate revenue stream.

EXPERIENCE

- Achieved an overall increase in the quality of tenants
- Main Board recognition for the team in the form of 2 'Values Award' for business achievements.

1985 - 1998

Retail Director (Tesco Stores Ltd.)

Responsible for significant geographical areas of the UK (around 25 stores with 8,000 employees)

Major achievements

- Typically increasing growth of sales year on year at 20% through an improved and intensified customer offer and shopping environment, increasing customer loyalty
- Recognised for highly motivated teams of senior management, delivering talent for the business
Supplied in excess of 50 senior managers at a time when the business expanded into Central Europe and successfully backfilled from within the region.
- Turning poor performing stores and regions around and gaining market leadership in the Midlands.
- Managed a hostile take over of 15 stores establishing a strong Tesco base, customer and staff loyalty in South Yorkshire

1968 - 1985

Store Manager (Tesco Stores Ltd)

- Six Store manager roles in different locations in the UK (Tesco Stores Ltd.)
- Turnover and profitability targets delivered or exceeded in Flagship stores
- Contributed to the expansion of the business through consistent delivery of the customer offer and motivated capable people

1965

Joined Tesco Stores Ltd. On the Management Training Program