

PROFILE

An innovative and conceptual thinker with strong analytical and problem solving skills used to define and lead business change.

- Effective cross functional leader With broad experience of business strategies and key functional operations and inter-relationships.
- Industry expert in Category management, Space, Merchandising and principles, processes and implementation.
- Extensive experience of change/ performance. management routines and value management processes to deliver more for less.
- Excellent record of managing complex projects and programmes within financial and time constraints.
- Versatile and capable of developing, introducing and managing a wide variety of Sales driven and Cost reducing initiatives

EXPERIENCE

2004- 2007

Director - SMS Consult Ltd

Programme Manager - Poundland

- Refurbishment programme developed for 150 stores. Successful trial implemented in 4 stores; Roll out progressed to entire estate, with an increase in Sales (+20%) and Margin (+1%).

Interim Merchandising Controller — Poundland

- Developed and implemented Category Planning strategy and Buying plan
- Space and range planning processes introduced into complex Open to Buy' Retailer
- Streamlined Import process Buying operation

Store Operations review — HMV

- Operational review identified future Cost and Sales benefits (significant £m's) now being implemented as part of HMV turnaround

Interim Supply Chain Controller— Poundland

- Supply Chain functional review, identified Operational, People and Process changes necessary to significantly improve stockholding levels and availability.
- Import planning process review to ensure key seasonal ranges available just in time' (c 35% improved availability over previous year)
- Managed Impact on existing warehouse operation of new DC opening

Convenience Market review — Big Food Group

- Convenience/ Petrol Forecourt market review to develop Ranging strategy

2000- 2003

Head Of Capability & Insight (Property Services) — Tesco

- Managed the creation of an annual store build and extension programme providing c. 4% new sales growth, with Return on Capital exceeding 18% within a capital budget of £1 bn (c.60 projects p.a.).
- Developed the 'Refresh my superstore' refit prototype — later used for all stores refits (c.100 p.a at a capital cost in excess of £100m).
- Managed an annual capital budget of c. £10m.
- Developed an accurate database of store build schedules to drive accurate purchasing activity and main contractor/ supplier actions to reduce build costs.
- Successfully created, developed and managed a new department managing an annual Workload plan for over 300 people to maintain directional focus.