

Personal details

Bill J. Bloggs
17 Hill Lane
London
NW25 0DB
Tel: 0208 971 5900

Born: 09.10.53

Educated: Sidmouth School 1965-72, and Hertstone College 1972-73, Southtame College 1974, and University of Wales 1973-1977.

Personal profile

- Experienced and innovative general manager with sophisticated sales, customer service and business administration skills.
- High personal integrity, and able to relate to and create trust in all.
- Highly articulate, confident and persuasive team-builder, able to motivate and communicate to achieve exceptional business performance.
- Dependable and reliable in supporting and enabling team effort to produce genuine long-term sustainable development.
- Persistent and flexible approach to the mutually beneficial achievement of business plans and personal goals of staff, suppliers and customers.
- Honours degree in Mechanical Engineering.

Experience

- Over 20 years proven expertise in industrial purchasing, manufacturing, logistics, business development, marketing, sales and service.
- Background in a wide range of industries, including construction, plant hire, pharmaceutical, hygiene services and industrial process control.
- Executive accountability for P&L, strategic planning, staffing, and sales development etc., for a \$60m international technology business, in a \$3bn UK plc.
- International General Manager since 1991.
- Management of change within the demanding and pressurised business environment.
- Implementation of modern management practices, concerning personnel, IT, reporting systems, and partnership customer-supplier relations, etc.

Achievements

- As production control executive with XYZ Corporation introduced pc-based systems to reduce lead-times from 7 months to 3 days, and inventory by 80% from \$4.7m to \$750k.
- As materials manager with ABC Inc. introduced systems to reduce lead-times from 3 months to 7 days, and inventory from \$6m to \$2.5m, and 12% reduction in \$12m procurement costs.
- As operations manager with Newco Inc. a 10% reduction in £7m procurement costs.
- As general manager for Bigco Int. business achieved growth from \$800k to £5m, increased new customer growth from 20 to 600 per annum.

Career history

- 1973-88 Early career development with Newco Inc., Bigco Int., Mainco plc.
- 1988-91 ABC Inc. International Operations Manager.
- 1991-present XYZ Corp. General Manager

References are available on request.