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BA (Hons), FCMA, CGMA, MInstSMM, FCMI.

Career History

- Director & Interim Manager, First Hundred Ltd 2006 - present:
Interim management; clients include Thames Water, RBS/ NatWest; EON, RWE nPower.
- Programme Director, British Gas Business Jan 2005 - Apr 2006
Director of UK's largest energy retailer to the commercial sector, t/o £1.5BN; £70M budget, 270 FTE. SAP programme consolidating multiple billing platforms/ CRM. Board member reporting to CEO.
- Head of Sales & Commercial, British Gas Business Mar 2003 - Jan 2005
Turnaround of £825M t/o SME P&L reversing market share and margin slide; 200 FTE; rebuild of all direct and indirect sales acquisition channels, retention & renewal activities, third party management. No.2 to MD.
- Commercial Manager, British Gas LP Gas Feb 2002 - Dec 2002
Performance turnaround of LP Gas division of British Gas focusing on asset management, customer pricing, billing & credit management, hedging and financial controls. Led business separation & sale. No 2 to MD.
- Senior Finance Manager, British Gas Residential Apr 2001 - Jan 2002
FD role responsible for performance, risk & financial management, business planning and reporting for B2C P&L; £6BN turnover, 13M customers; reported to MD.
- Head of Materials, Planning, Logistics & Business Systems, Corus Tubes Jan 2000 - Dec 2000
Growth and integration of a new £400M t/o business following merger; reported to MD. UK and Holland.
- Head of Marketing & Commercial Services, British Steel Tubes & Pipes Jun 1998 - Dec 1999
Marketing, commercial planning & analysis, customer services for c£1.6BN t/o business. 50 FTE, Budget £3.0Mpa; reported to Sales & Marketing Director.
- Manager, Commercial Services, British Steel Tubes & Pipes Jun 1995 - May 1998
Re-engineered and re-structured the Sales & Marketing function to deliver a new Commercial Services team and improved customer service, MI, commercial systems; 30 FTE.
- Financial Controller, Brinsworth Strip Mills, British Steel plc Dec 1994 - May 1995
Financial leadership to provide the complete accounting service to a standalone £90M t/o business; 9 FTE.
- Accountant, Business Performance, Long Products, British Steel plc Aug 1993 - Nov 1994
Strategy, financial analysis and performance review; supporting Executive Director; £3BN t/o portfolio.
- Plant Accountant, British Steel Tubes & Pipes Jan 1992 - July 1993
Works based capital, cost & management accounting for a manufacturing unit, £160M t/o; 5 FTE. Seconded to an Operational Management role running a manufacturing facility and warehouse, c. 120 FTE.
- Management Accounting, British Steel Aug 1990 - Dec 1991
Works Management accounting, Capital accounting, Financial accounting, Standard Costing, Audit.

Education and Professional Qualifications

- 'A' grades at A level, Fearnhill Comprehensive, Letchworth, Hertfordshire, 1982
- BA, International Economics, University of East Anglia, 2i (Hons), 1987
- Fellow of the Chartered Institute of Management Accountants (FCMA), 1995; CGMA