

# Simon Gillings

Farnham, Surrey  
[simonggillings@gmail.com](mailto:simonggillings@gmail.com)  
07590 480670

## Profile

Trained, qualified and experienced Executive and Business Coach for 2 years now, working with senior Executives and Business Owners in the UK and Europe, with a strong, progressive, international corporate career of >25 years.

Highly experienced, senior / management level in internal auditor, who's led > 125 finance/ operations/ IT audit mandates, and assisted >120 more, across 53 different countries, over a wide, diverse range of industry sectors in both Commercial, and Not-For-Profit. Highly adaptable and versatile, I build strong rapport with clients and stakeholders with ease. I'm someone who hits the ground running fast, with great questioning, data gathering, data analytics, presentation and report writing skills. I gauge and scale risk against the backdrop of what could go wrong very precisely, and design and implement automatic, or manual control frameworks with ease.

## Key Skills

Finance/Ops/IT Audit	Business/Data Analysis	Project Management
Business Process Analysis	Financial Statements	Corporate Compliance
Risk Management	Business Ethics	System Upgrades
Control Frameworks (SOX)	Fraud Investigations	Cultural Diversity/Empathy

## Career History

### Recent Career

Over the last 2 years I re-trained as a business/executive coach and founded 'The Executive Resilience Coach', working with executives and business owners in the UK and Europe.

### Pierview Consulting Ltd

(01/2017 to 12/2018)

#### Risk Assurance Services Consultant

Self-employed internal consulting and auditing, helping SME's and small corporates manage projects, covering risk, auditing, cost recovery, improving controls, efficiency and profitability. Short term contracts included: BDO, Aviva, NHS, CGI and The Police Federation.

### Photo-Me International PLC

(01/2011 to 10/2016)

#### Group Audit Manager

Photo-Me (an FTSE 250, with turnover £184m) manufacturers, sells and operates B2C and B2B instant service products. This was a new, autonomous role, reporting directly to the CEO. With great vision and business insight, devised new "green field" audit function and business transformation programs, special investigation services, cost savings and efficiency improvements, for 22 diverse companies and 3 JV's across Europe and SE Asia.

I developed the audit charter, auditing all significant companies within 6 months, whilst building the risk-register, enhancing controls and developing new processes, including cash collection/reconciliation procedures. I ensured all liabilities/risks were fully investigated, documenting processes, risks, gaps, and controls, establishing strong rapport with all international and UK stakeholders, implementing all audits smoothly and seamlessly. I helped maximise Group profitability for the CEO, by interrogating all company annual business plans, ensuring that P&L budgets were realistic and achievable, challenging all balance-sheet accruals. I identified and corrected many accounting anomalies in financial statements, ensuring compliance to GAAP and project managed various investment projects, such as new market evaluations and acquisition evaluation/due diligence.

## Achievement Highlights

- Completed 70 audits over 5.5 years, via trusting relationships with key stakeholders within deadlines and helped to double Group profitability (EBIT/Revenue was 9.6% in 2012, growing to 21.8% in 2016)
- 2014 was a particularly intensive year, when I completed 12 audits, an IPO feasibility study in Hong Kong, due diligence for a major acquisition, and centralised all Group controls, finance and admin functions into a new service center, which reduced Group OPEX by 25%
- Working with the Group Finance/IT Controller, I orchestrated the cleansing of all customers masters and converted local legacy systems to a new common system, and moved all data storage into a secure third-party data-warehouse in Paris, which improved bench-marking and management reporting
- I reduced inventory by 35% and trade debtors by 60%, via implementation of a new Quarterly Group Dashboard, and helped turnaround 7 under-performing companies from loss-making to profit
- Developed market entry strategy for the installed laundry sector, including acquisition and integration of Fowler UK, and performed the due diligence for over 25 other, smaller acquisition targets, over 5 years
- I controlled the P&L for the asset purchase of Asda's 500 Photo-Shop chain, delivering £30m additional revenue, and executed financial/operational due diligence and post-acquisition integration
- Working with the local General Manager I helped turnaround the China operating company from loss to profit, by developing its business and pricing strategy, stewarding its cash flow until it broke-even
- I ascertained the true cost of finished goods for the manufacturing company by restructuring the cost reporting, and helped to relocate the Group's manufacturing from France to mainland China
- Investigated fraud and provided necessary factual evidence so that HR and legal could to take action
- Implemented Group anti-bribery initiative, in partnership with the Group's General Counsel and updated and tested the Group's "Business Continuity plan"; engaging key stakeholders
- Recovered £350k of investment by resolving an international fraud across SE Asia for a failing JV; managed private investigators and boutique law firms across Singapore and SE Asia, bringing culprits to justice

## Chevron International

(04/2007 to 12/2010)

### Senior Internal Auditor

Chevron is a major (SOX compliant) international oil and gas company, who head hunted me to lead major international audits, and mentor their young, junior audit team. This included all subsidiaries, SBUs, contractors, JVs, finance, operations, manufacturing, production, trading, suppliers, sales, supply chain, retail, capital projects and general IT. I managed the audit risk register and led all the major international audits, supervising large audit teams, including: SOX control framework & anti-bribery/FCPA/corporate compliance; enhancement of the general SOX controls architecture by testing all primary SOX controls for each company audited and challenging the control framework architecture with the global SOX team in Houston

I made some major cost savings, including: \$3m in supplier over-payments at Saudi Arabian Chevron; \$2.6m in overcharges from major contractors (including: Halliburton, KBR, Schlumberger, Baker Hughes, Amec, Foster Wheeler and PSN); \$25m in overcharges across 5 Non-Operated Joint Venture (NOJV) lead audits (where the expenditures audited totaled \$2.5bn); and \$50m in overdue payments from historical NOJV claims from other operators. I also made significant procedural improvements, including: correcting anti-bribery and procurement process deficiencies in contract administration at major subsidiaries (Chevron Gas Bangladesh, Chevron Global Shipping, Texaco Fuels Marketing Europe, and Oil Supply & Trading Europe); and major contractor audits, such as contract planning, bid process, supplier qualification, cost & quality controls and corporate/anti-bribery/FCPA compliance. I also implemented improvements over general IT controls for the London Data Center which served all of EAME, including: user access controls, application risk register, firewalls, servers, and data backup/restore

## Telefonica (O2)

(04/2006 to 10/2006)

### SOX Contractor (6 months contract role)

Telefonica (which is listed on NASDAQ) acquired O2 in 2006, thereby requiring O2 to implement a full SOX control program by 2007. I was recruited as a contractor to build the SOX controls architecture for their non-revenue business activities. This entailed running business process workshops with the different process owners within the business, designing risk and controls flowcharts and running control walkthroughs with the business and refining the controls as required, before handing over the control documents to the business.

### Corporate Risk Facilitator (Contract Role)

Short-term contract role where I built an operational corporate risk register, presenting progress and findings to the Trust's board of directors.

### ExxonMobil

(09/1990 to 10/2005)

ExxonMobil is the largest publically traded truly global, fully integrated oil and gas company in the world. I joined on their graduate recruitment program and was rotated through roles in engineering, sales and marketing before moving into corporate audit.

### Centralised Controls Project Manager (European Retail Fuels Marketing) (09/2004 to 10/2005)

I designed and implemented control systems to automatically measure, re-order and reconcile wet & dry stock losses for all company owned/operated Esso service stations across Europe. This involved negotiating with local General and Finance Managers to migrate in-country back-office activities and controls into a new European Shared Service Center in Manchester, engaging key stakeholder, via workshops in Europe, Houston and Guatemala. I also launched a pilot field audit risk-assessment tool-kit for controls which could not be centralised.

### Senior Auditor– Europe/Africa/Middle East (EAME)

(09/2001 to 08/2004)

I was rapidly trained up to international lead auditor for all company activities, supervising and mentoring junior auditors. Some of these audits were highly complex and vast, such as Oil Refineries, Wholesale Fuels (£2bn TO) and KBR Chad/Cameroon Drilling and Pipelines Project (Expenditures totaled: \$4.2bn). I worked a lot in Africa and detected and blocked black market cargo trading at Mobil Oil Nigeria and Mobil Oil East Africa; I also transformed fuel movements, dispensing measurement practices and stock reconciliation, mitigating theft and fraud risk. I became somewhat of an expert at oil measurement and corrected oil measurement/device calibration deficiencies for UK Pipelines and Aviation Operations Europe. I also gained expertise at contractor and NOJV operator charges auditing and recovered a total of \$2.2m across 8 major contractor lead audits, as well as \$1.4m across 5 NOJV lead audits. Supply chain and especially procurement procedures became a major focus for me and I identified and corrected procurement process deficiencies in the IT Systems/Services Sourcing and Infineum Chemicals Europe businesses, ensuring greater rigour in supplier contract re-negotiation

### Various Project Management, Sales & Marketing roles in the UK

(09/1990 to 08/2001)

Following graduate intake training, I was rotated through several engineering, and sales & marketing roles, taking a 1 year career break in 1997/8 to undertake a full time MBA. I was a key change agent during the Exxon and Mobil merger for the lubricants business and during 1999-2000 I cleansed and segmented all customer masters into industry sectors and sales channels before upgrading the data from legacy IT systems to SAP for the Industrial Lubricants business. In 1997/98 I was the consumer brand manager for "Mobil 1" engine oil, managing 4 marketing agencies to deliver advertising and consumer loyalty programs. I was in sales from 1993-96 as a territory manager, selling automotive lubricants and financing deals to franchised car dealers in the South East, and was salesman of the year in 1996. My first role was as a Retail Construction Project Engineer (1990-93) for the design, permit approval, rebuilding and all cost controls of service station rehabilitation's across the UK.

## Education

Rockstar Coaches Coach Business Coaching (2021)

Wellness Coach Practitioner, Academy of Executive Coaching, (2020)

Executive/Business Coach Practitioner, Academy of Executive Coaching, (2019)

Certified Controls Professional (CICP), Internal Controls Institute (2013)

Master of Business Administration (MBA), Henley Business School

Master of Civil Engineering (MEng Hons - 4 year degree), Newcastle University

## IT Skills

Microsoft Office – Advanced Excel, Word, PowerPoint, Outlook, MS Project and Visio

System knowledge – SAP, SAGE, TeamMate, SharePoint, Cognos

General IT Infrastructure Auditing