**David Murray**

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*34 St. Mary’s Drive, Whitegate, Northwhich, Cheshire, CW8 2EZ*

**PERSONAL PROFILE**

A highly-adept and experienced NED with over 20 year’s track record of successfully applying expertise to create value for a wide variety of organisations. Key skills include: managing growth and change in demanding business environments; business analysis, building management teams, cost reduction, strategic planning, manufacturing; business turn around, transformation and improvement; and leadership. Experience in the UK, Europe, US, Canada, China and India. Broad experience with particularly deep knowledge of the Aerospace, Automotive, Print, Food manufacturing and Technology sectors.

A confident and strong leader, with a proven capacity to energise teams, read difficult situations and provide effective management through them. MBA, MSc, CEng MIET, Member Institute for Turnaround (IFT), 6 Sigma Black Belt.

Interested in non-executive directorships, NED roles and interim consultancy.

**KEY SKILLS AND EXPERIENCE**

**Turnaround/Transformation**

* Executed complete Transformation of £20M, 200-year-old Engineering business servicing Power and Oil & Gas Sectors. Business returned to profitability and cash generation in 11 months despite negative culture and embedded structural problems. Subsequently appointed to Group Board as NED - *Hayward Tyler Ltd.*
* Completed £3m turnaround of ailing low volume specialist foundry in aerospace sector through commercial and operational change programme. 30% increase in output achieved in 10 months – *Doncasters Chard Ltd*.
* Re-structured low volume, batch manufacturing aerospace components business into customer-focussed manufacturing cells and delivered turnaround from loss making to 10% return on sales in 2 years – Vickers Aerospace Ltd.
* Executed Transformation through the multi-national Management Team of Belgian based Service business with Teams across Europe. Loss making to Euro 1M profit in 12 months - 3Si Security Ltd.

**Operations Improvement / Cost Reduction**

* Rationalised security products business from 4 sites to 3 and re-structured remaining organisation to deliver 40% improvement in profitability without affecting customer service – *Communisis Security Products Ltd.*

**Strategic and Financial Planning**

* Secured asset-based funding with a large financial institution to give sufficient headroom to support on-going business and make appropriate pension contributions (following negotiation with Trustees and the Pensions Regulator) whilst implementing radical restructuring plan – *Bemrose Booth Ltd*.
* Set and executed business strategy to “kill” the competition and achieved 90% UK market share through service and cost leadership in security products– *Communisis Security Products Ltd.*

**Acquisitions and Disposals**

* Managed the disposal of a £60m turnover business to a USA Private Equity Fund having taken £4m out of the cost base and stabilised a declining top line – *Bemrose Booth Ltd.*
* Advised the Investor and CEO of Aerospace business and supported the achievement of £1.5M exit 18 months following initial £80K investment *– KG Coatings Ltd*.

**EDUCATION**

Cranfield University, **MBA** (1987), Salford University, **MSc** (Physics) (1986),

Manchester Polytechnic, **BSc** (Production Engineering), Oldham College of Technology, **HND** (Mechanical Engineering) Oldham College of Technology, **ONC** (Engineering) (1978).

**CEng MIET**, Chartered Institute of Engineering and Technology **IFT**, Member of Institute for Turnaround,

**ATTA** Member Asia Turnaround Association, **Lean** / **6 Sigma** Black Belt.

**NED Career Appointments**

**New Intelligence - *Software***

Investor & Advisor **October 2017 – Present**

**Hayward Tyler Group – *Power, Oil & Gas***

Group NED **January 2013 – October 2017**

**Dobson & Crowther - *Printing***

NED **June 2014 – July 2015**

**Sycamore Aviation - *Aerospace***

NED Chairman **July 2013 – October 2014**

**Cardiff Aviation - *Aerospace***

NED Chairman **June 2013 – July 2014**

**KG Coatings - *Engineering***

NED Chairman **February 2013 – July 2014**

**INTERIM Career Appointments**

**Hayward Tyler Ltd**

Interim COO & Managing Director **October 2011 – January 2013**

**3Si Ltd**

Interim Operations Improvement Manager (Belgium) **January 2011 – October 2011**

**Weetabix North America**

Interim COO (USA & Canada) **April 2009 – September 2010**

**Bemrose Booth Ltd**

CEO **November 2006 – March 2009**

**Alstom**

Interim Operations Consultant **October 2006 – November 2006**

**Doncasters Chard Ltd**

Interim Managing Director **September 2005 – October 2006**

**Permanent Career Appointments**

**Communisis PLC**

Divisional Managing Director Communisis Personalised Products **2002 – 2005**

Managing Director Communisis Security Products **1998 – 2002**

**Vickers PLC**

Managing Director Trucast Limited (Part of Vickers PLC and later Doncasters **1996 – 1998**

Managing Director Vickers Aerospace Components and Vickers Airmotive **1994 - 1996**

**BAe Systems PLC**

RAF In-Service Support Manager – BAe Systems **1992 – 1994**

VC10 AART Project Manager **1990 – 1992**

Work Centre Manager – Machining **1987- 1990**

Development Engineer – BAe Systems **1981 – 1986**

Craft Apprentice / Engineering Trainee – BAe Systems **1976 - 1981**