

# IAN CROCKER

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## NON-EXECUTIVE DIRECTOR

A highly accomplished senior leader and finance professional recognised for building board-level strategies that drive exponential growth across complex business markets. Ian combines over 25 years' experience with a deep knowledge of capital investment, compliance and performance improvement to guide seamless change journeys and increase bottom-line profitability. Both an analytic leader and trusted advisor, he mobilises high-performing workforces to deliver significant productivity improvement and forges strategic partnerships with C-level stakeholders to steer multi-million-pound negotiations effectively. An influential voice in the board room, Ian provides strategic oversight, informs key decision making and challenges the structure of executive thinking to unite teams under a shared vision and improve overall business efficiencies.

Ian seeks to contribute to the continued growth and success of an organisation, preferably in the SME sector, as a Non-Executive Director or to support your business by offering consultancy support to your finance operation or joining you as a part time or interim FD.

## NON-EXECUTIVE ASSETS

Strategic Direction  
Budgetary & Forecasting  
Change Management

Board Leadership  
Finance & Legal Compliance  
Performance Improvement

Business Development  
Relationship Building  
Capital Investment

## SIGNIFICANT BOARD CONTRIBUTIONS

### Finance Director

Latimer Trend and Company Ltd

2003 – 2019

- Earned recognition and praise from senior leadership for **successfully growing the business from £3 million turnover to £10+ million.**
- Played an instrumental role in **securing multiple high-value capital investment projects, amounting to £6+ million.**
- Developed and implemented cost reduction and avoidance strategies for **significantly reducing material costs through negotiations with suppliers and manufacturers.**

### Non-Executive Director

The Academy for Character and Excellence

2016 – 2017

- Supported the executive teams of 4 schools in forming a multi academy trust, taking the lead on the board as CFO and steering negotiations to develop a robust internal structure.
- Provided additional support in recruitment of the trusts first Finance Manager and assisted with developing trust-wide policies and procedures.

### Non-Executive Director/Trustee

Exeter Learning Trust

2014 – 2016

- Supported the formation of a new education trust and cooperated with a group of 5 schools across Exeter to set the strategic vision and define the entity's purpose.

### Chair of Governors

Redhills Community Primary School

2007 – 2017

- Acted as critical friend to support the executive management of an Ofsted 'Good' rated school, developing relationships on multiple levels between board members and stakeholders within the school.
- Instrumental in the management of legal issues, board papers, parental complaints and Ofsted liaison.
- Support the Headteacher in the implementation of policies and budgets to strengthen governance and financial control.

## VALUE ADDED AS A DIRECTOR

- **Leadership:** Built, mobilised and coordinated a workforce of over 90 staff, with accountability for the financial and legal requirements of daily operations, to ensure the achievement of corporate objectives, business development and growth targets. *(Latimer Trend and Company)*
- **Capital Investment:** Secured over £6m through the securing of multiple high-value capital investment projects by forging strong strategic partnerships and leading rigorous negotiation. *(Latimer Trend and Company)*
- **Business Growth:** Achieved an increase of £7m in turnover to drive business growth from £3m to £10m, earning recognition and praise from board-level senior leadership. *(Latimer Trend and Company)*
- **IT Acumen:** Provided IT oversight to support the selection and implementation of all systems, including accounting, payroll and a robust company-wide management information system, optimising overall business capabilities. *(Latimer Trend and Company)*
- **Cost Reduction:** Significantly reduced material costs by defining and delivering cost reduction and avoidance strategies and steering key negotiations with suppliers and manufacturers. *(Latimer Trend and Company)*
- **Financial Expertise:** Successfully completed finance transactions across the global arena, including detailed and complex Letters of Credit by leveraging deep knowledge and extensive experience. *(KLC International)*
- **Cost Mitigation:** Spearheaded multi-currency transactions to successfully manage and minimise exchange rate costs in line with financial and legal compliance requirements. *(KLC International)*
- **Global Operations:** Instrumental in the fulfilment of a £12m contract for the supply of all mobile capital equipment to a new port in the Middle East for a successful export trading company. *(KLC International)*
- **Capability Improvement:** Dramatically improved IT operations across 13 UK-wide convenience stores while managing store accounting practices. *(Convenience Stores West)*

## EXECUTIVE CAREER OVERVIEW

<i>Consultant providing mentoring and support to Finance Managers</i>	<i>2020 – present</i>
<i>Finance Director, Latimer Trend and Company Ltd</i>	<i>2003 – 2019</i>
<i>Finance &amp; Administration Director, KLC International Ltd</i>	<i>1994 – 2003</i>
<i>Company Accountant &amp; IT Manager, Convenience Stores West Ltd</i>	<i>1988 – 1994</i>

## TESTIMONIAL

*“I have worked with Ian both when he was at KLC and more recently at Latimer Trend. He is a sensible, pragmatic Finance Director and businessman, with a keen eye for both the details and the big picture, and was instrumental in bringing a major corporate transaction, which was not without its pressures, to a successful conclusion.” – Richard Coombs, Chair at South West Investment Group*