* Implemented a new business plan/roadmap with the business owner and grew the turnover on average in excess of 50% in FY 2018-2019
* Introduced new accounting software and agree families of nominal codes/cost centers for the business products/services to aid financial governance.
* Implemented formal
* draft budgets, reviewed/negotiated affiliate contracts
* Introduced a further NED specific to aid in the development of the business marketing strategy, using a variety of digital and social media platforms
* Introduced a wide range of change management plans for the business to devolve ownership and build engagement/ inclusion of new management teams to plan for growth
* Introduced ISO accreditation partner to aid develop business systems
* Introduced new banking partner once review of business and its roadmap had been developed

Experienced Director who has achieved self-driven success attributed to excellent project management, ‘ownership’, working with stakeholders, strategic planning and excellent communication.

Dedicated leader with a solid belief in aiding others to reach their potential, working with teams to inspire and lead to create an inclusive team to deliver results. Mentoring colleagues to self-develop, understanding cause and effect’

Passion for individual & employee’s development, current affairs, international travel, and continuous learning. Recently enjoyed some time out of industry to reflect on one’s own personal development/roadmap now looking to explore career / industry change.

### Affinity IT Ltd, Sheffield, July 2017-Present

## NON EXECUTIVE DIRECTOR (Part time)

# profile

## Director/Business Owner - sme Business coach / mentor (Part time)

### Fourmime ltd, Ashbourne, 2016 -Present

* One to one business coaching/mentoring of SME owners.
* Sharing business tools to aid development of clients and their business e.g road-mapping SWOT analysis
* Collaborated with a wide circle of external parties such as Financial Institutions, Legal Advisors and growth development teams to implement project ideas and plans
* Networking and facilitating introductions via network sales leads and developing relationships of interest to aid business growth
* Provide a reflective soundboard / conscience for the business owner / leader and/or his executive team utilizing skills and experiences from one’s own background.

# professional experience

Project Management

Key Account Management

Leadership / Guidance

Business planning

P&L Ownership and Management

Operational Management

Purchasing/Negotiation

Change Management

Succession Planning

Communication Skills

Empathy

|  |  |
| --- | --- |
|  | 7 Gallowstree Lane, Mayfield, Ashbourne, DE6 2HJ |
|  | 07880 700900 |
|  | Andrew.fulham@talktalk.net |
|  |  |

# key skills

Chesterfield high school

Crosby, Liverpool

1981-1989

OND Construction

Hugh Baird Building College

1989-1991

HND bUilding studies

Liverpool John Moores University

1991-1993

# education

### Catering projects Ltd, June 2005- Sept 2013

## Project Manager

### CHR EQUIPMENT LTD, Mar 2000- May 2005

* Working with internal designers/estimators to procure/manage and deliver sales projects which ranged from £ 30,000.00 to £ 350,000.00
* Attend site meetings with construction/consulting engineering teams to facilitate the successful installation of commercial kitchens
* To communicate with internal and external stakeholders on project progress/delivery
* To manage the finances and resources for the project and liaise with both suppliers and client to ensure contract particulars agreed, with ownership of final accounts
* To assist and facilitate design changes following client and/or site amendments
* To liaise with site trades to ensure electrical and mechanical services where correct both in size and location for connection of equipment
* Started the business myself implementing excel systems of record keeping and outsourcing key company functions
* Early 2006 Secured £ 1.2mill order off National chain following successful completion of test project
* Recruited Staff and introduced business systems/ premises/fleet
* Grew the business mainly from recommendations into other national chains working hard to provide that attentive ethos throughout the business to support our customers
* Grew the business and steered through the 2008 recession with t/o in 2012 @ £ 6million.

# web links

 www.linkedin.com/in/andrew-fulham-71886b19/

## Founding partner / Director

* Undertook Business Coaching/Mentoring to develop business growth and roadmap to facilitate an exit strategy
* Increased and delivered t/o from £ 6mill to £ 12.1mill. EBITDA £ 1.3Mill
* Introduced a succession management team with devolved ownership/roles through and into new sector focused businesses
* Reviewed supply chain policies and undertook consolidation/negotiations
* Reviewed all internal cost centers/systems to enhance performance via process analysis
* Communicated skillfully to various audiences by using terms and approaches to facilitate understanding and engagement within the company and its various partners.

 Microsoft Office









# computer skills

### Catering projects group ltd, Sept 2013 - Dec 2016

## Group managing director/owner

# professional experience (continued)