

## Justin Bailey

Monmouthshire

m: 07970 937797

e: [jpb.mmf@gmail.com](mailto:jpb.mmf@gmail.com)

### Profile

Justin is a technically minded and experienced Executive Director with a demonstrated history of growing a family business in the automotive industry into a dominant regional player, working to a business plan to ensure the exit strategy was realised ahead of schedule. A driven strategic thinker and problem solver with strong financial, commercial and client focus also a proven ability to create, develop and motivate successful teams therefore maximising their collective potential.

### Core Competencies

Strategic Leadership, Coaching & Mentoring, Sales Strategies & Process, Marketing Strategy, Procurement & Negotiation, People Management, Strategic Planning, Entrepreneurship, Business Development, Acquisition & Integration, Change Management

### Experience

#### **MOTORCARE MOTOR FACTORS LTD**

Wholesale Distribution of Car and Light Commercial Vehicle Components to the Independent Aftermarket.

July 2018 – November 2018 **Area Manager**

- Responsible for the smooth transition of integration from family into corporate ownership.
- Key achievements include successful expedited transition of within 2 months of acquisition also highest performance of sales figures versus target on region with complete staff retention.

July 1992- July 2018 **Executive Director**

- Primarily responsible for Sales, Marketing, Purchasing & HR.
- Brought into the business to create and implement an organic growth strategy.
- Tasked with ensuring measured and sustainable growth in a highly competitive industry.
- Key achievements include winning multiple industry awards recognising our dynamic, innovative and professional business, this was acknowledged by the global leader within our industry culminating in the sale of our business to them.
- Creating and nurturing a fantastic team of staff within a robust structure to build the company to a £10m business at point of sale.

#### **CANTREF PRIMARY SCHOOL**

Highly commended Green Local Primary School

March 2010 – Present **LEA Governor**

- Co-opted Local Education Authority Governor responsible for key areas such as employment and IT

#### **OLYMPUS SPORT**

UK's Largest Sports Retailer

1989 – 1992 **Branch Manager**

- Responsible for efficient management of a new branch in Sunderland.
- Tasked with stabilising and growing a troubled branch that was grossly underperforming.
- Key achievements include becoming one of the youngest Branch Managers within the 300+ Branch network, then being rated within the top 10 on performance.

#### **OLYMPUS SPORT**

UK's Largest Sports Retailer

1989 – 1989 **Trainee Manager**

- Tasked with learning the processes and business model to become a Branch Manager
- Key achievements include being promoted to Branch Manager within 3 months of my induction.

**Qualifications**

20 Twenty Leadership & Management (CMI Accredited) - Cardiff School of Management

BTEC National Diploma Business Studies - Pontypool College of Further Education

O Levels – English, Maths, Geography, History – King Henry VIII School Abergavenny

**Other Interests**

In my spare time football is my passion, I am currently a UEFA B Licensed Coach at Youth Level and always looking to learn more about the sport I love. I am a season ticket holder at West Bromwich Albion FC and attend as many matches as possible. I also enjoy the sport of snooker however have taken a sabbatical due to spending quality time with time with my family and supporting my 3 children's interests which include football, karate and acting. I love to keep fit as a regular attendee of my local gym and play 5 a side football weekly.