

## **IAN CORNER NON-EXECUTIVE DIRECTOR**

### **CONTACT**

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### **PROFILE**

An exceptional finance leader with extensive experience in commercial and operational areas of FTSE 100 businesses and as a finance partner to growing SMEs. A proven ability to work with stakeholders at the highest levels and consistently deliver results through a business-focused and creative approach. The ability to see what others don't, and the capacity to convey complex issues easily makes for a very effective business partner. In this spirit, Corner Finance Directors & Business Advisors was founded to provide finance director services and business planning projects to growing SMEs. Previous career highlights include:

- Renegotiation of large joint business contract to avoid c.£1bn in potential penalties
- Implementation of new employment contract to deliver savings of £16m over 5 years
- Overhaul of planning approach for plc board members, centralising and aligning to strategic objectives to release £25m for reinvestment
- Excellent P&L performance as Central America/Caribbean Finance Director, driving both profit growth and sales performance through a strong commercial focus (3 year profit growth 19%, 24%, and 15%)
- General Manager Award for developing and implementing a step change in Finance Partnering capabilities in the Central America/Caribbean business
- LATAM Recognition Award for management of Latin America-wide project to implement standardised forecasting tool and improvement in forecast accuracy across the region
- Emerging Markets President Award for design and implementation of simplified forecasting process across Emerging Markets region

### **QUALIFICATIONS**

- Professional      ACA (November 1999)  
First Time Passes
- Academic          Sheffield University (1993-1996)  
BA (Hons) Accounting & Financial Management 2:1  
Queen Mary's Grammar School, Walsall (1986 – 1993)  
4 A Levels, 11 GCSEs

## CAREER HISTORY

<b>Dates</b>	<b>Employer</b>	<b>Position</b>
<b>Jan 2019 - Present</b>	<b>Corner Finance Directors and Business Advisors (Surrey, UK)</b>	<b>Founder and General Manager</b>
<ul style="list-style-type: none"><li>Established to provide my wealth of experience and expertise to SMEs in need of a finance partner. Highlights include:<ul style="list-style-type: none"><li>Finance Director for fast-growing food &amp; drink company in the gut health sector</li><li>Preparation of hospitality business for potential sale, with forecasts, valuations and support during negotiation phases</li><li>Review and overhaul of business plan for a tech company approaching Series A funding stage</li></ul></li></ul>		
<b>Dates</b>	<b>Employer</b>	<b>Position</b>
<b>Sept 2014 - May 2018</b>	<b>British Airways (Heathrow, UK)</b>	<b>Financial Controller, Global Revenue &amp; Alliances</b>
<ul style="list-style-type: none"><li>Renegotiated Atlantic Joint Business contract to incorporate the inclusion of Aer Lingus and avoid a potential financial penalty of c.£1bn</li><li>Implemented new forecasting methodology to significantly reduce historic volatility in the reported numbers and facilitate robust decision making</li><li>Developed new reporting dashboard to allow visibility of actual performance and greater confidence in the direction of the joint businesses</li><li>Increased focus on online revenue metrics to track website performance vs targets and impacts on the underlying fundamentals of yield and load factor</li></ul>		
<b>Sept 2014 - Nov 2015</b>		
<b>Senior Finance Business Partner, Heathrow</b>		
<b>Heathrow, UK</b>		
<ul style="list-style-type: none"><li>Member of the Heathrow Operations Leadership Team, providing financial leadership and counsel for a c. £400m / 5,500 employee business</li><li>Implementation of new employment agreement - including valuation of options, Trade Union negotiation, board paper preparation, and finalisation; Saving £16m over 5 years</li><li>Implemented Leadership Team dashboards and KPIs to drive focus on productivity, continuous improvement, accountability, and forecast accuracy</li><li>Strategic finance support to all components of cost and revenue base: Manpower cost/efficiency, third party supplier negotiations, Heathrow Airport negotiations, airport revenue maximisation, and outsource/insource decisions</li></ul>		

<b>Dates</b> Jan 2013 - Sept 2014	<b>Employer</b> GlaxoSmithKline plc	<b>Position</b> Director of Finance Partnering for Global Finance, HR, and Communications (Brentford, UK)
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- Provision of financial leadership and counsel to Corporate Executive Team members for Finance, HR, and Communications (c. £500m and 4,700 employees)
- Worked strategically with the global head of HR to change the basis of HR functional long-term forecasting. Introduced flexibility in to the process and facilitated smarter investment decisions – reallocating c £25m globally and avoiding additional investment
- Prepared major finance function restructuring proposal, approved by CFO and CEO
- Redesigned Global HR operating model delivering significant efficiencies through regional hubs

**Jan 2010 - Dec 2012**  
**Central America and Caribbean Finance Director**  
**(San Jose, Costa Rica)**

**‘CARICAM’ Region profile:** 30 countries, 8 legal entities. Turnover £70m; Total Expenses £20m. 22 finance employees, 6 direct reports

- Step change in CARICAM Finance Partnering capabilities:
  - Using seat on Executive Team to set tone and drive discussion with commercially-focused inputs
  - Simplification of finance and non-finance data from complex region, focusing clearly on key trends and issues to improve forecasts, drive decisions and develop strategy
  - Implementation of CARICAM strategic planning meeting. Focus on brand prioritisation, ROI, and company structures to align strategies and deliver strong sales growth without growing investment
  - 2011 CARICAM General Manager award for ‘Exceptional Partnering with the business’
- Excellent P&L management to drive top line growth under tight expense control (2010 Turnover +4%, Operating Profit +19%; 2011 TO +10%, OP +24%; 2012 TO +12%, OP +15%)
- Centralised and simplified planning process, reducing overall time of plan cycle and aligning to overall strategy of the business
- Built strong, capable finance team across a culturally diverse region (22 people, 8 countries, 2 languages); high employee survey results under conditions of major change
- 2011 Latin America award for Operational Excellence following finance transformation

**Mar 2012 - Dec 2012**  
**Consensus Forecasting Project Latin America Lead**  
**San Jose, Costa Rica**

**Project Overview:** Implementation of SAP-based standard forecasting tool across all 9 Latin American markets

- Managed multiple technical and business activities and teams across disparate markets and businesses to successful go live within 9 months of project launch
- Designed new Latin American demand process with Latin America Demand head to align to develop new baseline forecasting model
- Coordinated and negotiated with General Managers and Finance Directors in all markets to manage multiple priorities and deliver necessary resources on schedule
- 2012 Latin America Platinum award for successful project delivery and improvement to region-wide business processes

**Mar 2005 - Dec 2009**  
**Emerging Markets/Asia Pacific ('EMAP') Finance Manager**  
**Brentford, UK**

**Secondment: Jan 2008 - Jun 2008**  
**Canadian Planning/Forecasting Manager**  
**Toronto, Canada**

**Aug 2001 - Mar 2005**  
**Corporate Intercompany Profit Analyst/Process Manager**  
**Brentford, UK**

<b>Dates</b>	<b>Employer</b>	<b>Position</b>
<b>Aug 1996 - Aug 2001</b>	<b>Kingston Smith Chartered Accountants</b>	<b>Audit Manager</b>