

Curriculum Vitae CONFIDENTIAL

Michael Samorzewski A: 1 Bolton Crescent Windsor, SL4 3JH M: 07796696267 E: michael.samorzewski@ap erto.co.uk	Summary
	<p>Ex-CEO and principal shareholder of water supply company Aimeria Ltd supplying water and associated waste services to Business Customers in Scotland.</p> <p>CEO of independent management consultancy Aperto Ltd specialising in performance management, strategic change, marketing strategies, business design and recovery solutions.</p>
	Experience
	<p>Previous roles in corporate and start up environments required resilience, determination and focus on strategic goals. Quickly assessing change and adaptation to moving targets.</p> <p>Experienced in P&L building and rebuilding sales channels, turnaround and organisational design.</p> <p>Throughout career assembled and managed multi-functional/disciplined teams, inspiring to achieve by personal actions and translation of strategic goals to benefit of the business.</p> <p>Prior to 2001 worked in competitive utilities markets as a senior manager levels post to Director in British Gas, Transco and Thames Water where I had high levels of responsibility for Health, Safety and Environment, P&L management up to £180m/annum and management of large multi-functional teams delivering all opex and capex activity in London and the South East.</p> <p>2001-2007 MD of start-up company in emerging competitive water utility market. The company developed into a licensed operator with an annual turnover of £20m and a blue-chip customer base. As MD the role was multi discipline and involved the strategic, commercial and marketing aspects of the business. A vital competence being the development of customer focussed organisation that competitors aspire to replicate.</p> <p>2007-2010 CEO and principal shareholder of independent management consultancy Aperto Ltd specialising in performance management, strategic change, marketing strategies, business design and recovery solutions. Working with Blue chip and SME's</p> <p>2010-2017 CEO and principal shareholder of independent r water supply company Aimeria Ltd supplying water and associated waste services to Business Customers in Scotland. Exit via private equity sale.</p>
	Education
	<p>Business Management HND and Engineering to HND</p>
	Skills Set
	<ul style="list-style-type: none"> ▪ Business Development <p>I have an established and experienced skill for translating business propositions into profitable and sustainable businesses.</p>
	<ul style="list-style-type: none"> ▪ Financial Acumen <p>The ability to manage and analyse complex Profit & Loss accounts and balance sheets. Develop and deliver funding propositions for growth, acquisition and ongoing support.</p>
	<ul style="list-style-type: none"> ▪ Interpersonal Leadership <p>Selling the vision to an enterprise not only by management but with skill to blend all abilities and influencers in an organisation or team.</p>
	<ul style="list-style-type: none"> ▪ Strategic Influencing <p>Having operated in highly regulated markets my ability to move positions by strategic influencing has become well established.</p>
	<ul style="list-style-type: none"> ▪ Strategic Thinking <p>An ability to keep a clear vision of the required outcomes is a skill I have had to utilise fully in my present role.</p>
	Personnel
	<p>Married 25 years to Patricia with one daughter Sarah aged 22. Personal interests in investing personal wealth, economics, theatre, film, skiing, cycling and spectator of most sports.</p>