**Stephen Upton**

|  |  |
| --- | --- |
|  | PROFESSIONAL STATEMENT  Experienced in both corporate and SME environments, within a cross section of industry types, all with a proven track record of success and impact.  Personal Statement  Business creation, sales development and expansion are my primary areas of focus. Having managed all facets of a business from sourcing/procurement, strategy and planning, systems implementation, finance and international banking, IT, HR, logistics and distribution, it is my new business creative sales skills that I enjoy deploying the most and which have been the major contributor to the success enjoyed by each business venture.  I offer creative thought, an innate sense of justice and fair play, excellent interpersonal skills, professionalism and a challenging, strategic and probing mindset.  Experience  Present:  KM Packaging Ltd  January 2019-present  Business Unit Director responsible for Europe, MENA, South East Asia  Achievements: A new role for the company, targeted at gaining entry into these new geographical markets. Early business wins in Italy, Poland, Sweden and Scandinavia, Kuwait, Saudi Arabia and India.  Forum Capital  June 2013-present Non-Executive Director assisting with new business generation for this boutique London financial operation, skilled in M&A, investment banking, MBO’s, Private Equity and Venture Capital investment.  ARCXMEDIA  September 2017- December 2018  Chief Commercial Officer for this new Private Equity funded entrant to the ecommerce sector.  Achievements: Developed and implemented a full commercial plan incorporating all aspects of production, marketing, pricing and strategy. Established a highly successful sales channel approach gaining excellent business success, with a phenomenal pipeline of clients across industry sectors. In addition I have managed the Investor Director with all matters relating to the investment model, including the production of Memorandums of Information, strategic overviews, financial modeling and investor relations.  One Barnsdale Limited (Business Consultancy)  June 2014 – January 2019  Profile: Consultancy services in all aspects of business, with new business development services a speciality. A large variety of clients, in a multitude of industries, ranging from FMCG foodstuffs to high level fashion brands and I.T. to Logistics/Distribution.  Achievements: Increased ‘New Name’ sales activity for every client, representing an average uplift in new name clients of 40% within many varied lines of business, including British Airways/Emirates for a sandwich manufacturer, M&S, Fat Face, Jack Wills, Ted Baker and Oliver Sweeney for a Chinese leather goods manufacturer.  In addition I have instigated a partnership with a large format printing company specializing in promotional banners, flags, exhibition stands, pop-up signs etc, helping generate territory sales and open new markets.  Previous:  Indigo Concept Packaging Limited (SME – Branded packaging)  June 2000 – October 2012  Founder/Owner  Profile: Established a highly competitive global business, enjoying substantial growth year on year. Managed sale to Bunzl PLC including successfully integrating the businesses.  Key skills summary: New business development, leveraging of industry contacts, high level referrals, executive board level selling. Establishing offices and systems to support global operations including ISO/CSR accreditation. Managing the P&L, budget setting, and sales strategy, whilst building long-lasting and close relationships/partnerships with key, strategic clients in the UK.  **Achievements: Growing from £0 to in excess of £12million turnover. Year on year growth. Market leading margins in excess of 26% GP. Prestigious New Name client wins each year, including Burberry, Fossil, Office, Paul Smith, Oliver Sweeney, Karen Millen, TopShop, Fat Face, Jack Wills, Amanda Wakeley, Lacoste, Ted Baker etc..**  **Additional Activity:**  Established successful Asian Company, Indigo Concept Packaging (Hong Kong) Ltd. supplying services to the UK whilst trading worldwide in it’s own right with fully staffed offices and own profit centre.  Established new fashion accessories brand, Sugarjack Ltd. quickly achieving global web sales and retail new name clients including Harrods, JLP and Mamas and Papas  MML (SME, Fashion Industry Supplier)  June 1991 – September 2001  Director, subsequently Managing Director / Part Owner  Profile: Re-focused business to enter new overseas markets, whilst establishing the company within the Designer label and UK High Street branded markets. Assisted Italian partner factory to implement full ISO compliance systems. Led company to its most profitable 5 year period in its history. Successfully closed business to maximise shareholder returns.  Key skills summary: Successful change of business direction and focus to enable executive level selling to the end client, at CEO/main board and founder level.  **Achievements: Won substantial business with ‘BlueChip’ retailers/brands in UK including Marks & Spencer, Clarks, Bally, Austin Reed, JLP, Kangol, BMW and Jeep.**  **Proteus Limited (UK Software House)**  May 1989-June 1991  New Business Development Manager, subsequently New Business Development Director  Profile: Instigated, proposed and delivered a new division for the company, which became the largest and most profitable within the group within 18 months, representing over 50% of the company’s margin contribution.  Key skills summary: Executive board level selling to enable rapid growth through new business development. Developed and implemented the sales strategy to align with ICL (now Fujitsu), establishing a partnership with each UK Division and branch of this major hardware supplier.  **Achievements: Established new division for the company which within 2 years accounted for over 50% of the company’s turnover UK wide (£4.5million).**  Unisys Corporation (US IT Provider)  October 1986 – May 1989  Progression path: Graduate Executive Management Trainee (1 year intensive Harvard Business School), New Business Development Executive, Major Account Executive culminating with Major Account Director  Profile: Instigated successful new corporate sales/business plan/tender management process; overachieving by 110%. Developed effective major account team, achieving sales of £44M against £21M target.  Key skills summary: Developing a team capable of executive board level selling to enable rapid growth through new business development to exceed targets.  **Achievements: New Name Business plan adopted UK wide for strategic line of business. Achieved sales in 1 year of £44m from one key account against a targeted quota of £23million.**  Education  BSC (Hons) Economics with Economic History  With minor in Social Administration  Loughborough University  Additional activities:  **Business Mentoring**  Selected by the Virgin Group Start Up Banking Organisation and the Government Start Up Loans Company to provide advice and consultancy on new businesses with particular focus on ‘new business development’.  **Mentoring**  I have instigated external business mentoring schemes within six secondary schools, establishing successful operations in each. I have personally mentored in excess of sixty students during this time with a high proportion progressing into Higher Education and beyond. The achievements I have enjoyed in this role have given me substantial personal satisfaction.  **Work placements.**  I have facilitated these in every company I have owned, with an emphasis on relaying genuine and varied work place activities as well as imparting new skills and learning to foster the young generation.  OTHER INTERESTS  Numerous sports both active and passive (including managing the local under 15’s football team – winning the league last year!)  Trustee of a newly established forthcoming sixth form academy  Arts and fashion photography  CONTACT  Tel: +447901916921  E: [Stephen@onebarnsdale.com](mailto:Stephen@onebarnsdale.com)  P: 1 Barnsdale, Great Easton, Leics. LE!16 8SG |