**Ian Marchant**

**BSc, MBA, CEng**

MANUFACTURING CONSULTANT

IMPROVEMENT & SCALE UP

NED & tRUSTEE

CONTACT DETAILS

* linkedin.com/in/ian-marchant-3740195
* North West UK based, internationally mobile

KEY EXPERTISE

* Strategy Development & Deployment
* Turnarounds: Stabilisation, Improvement & Growth
* Change Management
* Lean/Six Sigma Deployment
* Health & Safety Leadership
* Acquisitions and Disposals
* Flow, Batch and Project businesses
* Project Management

Industry Expertise

* Print & Packaging
* General Industrial & Engineering
* Aerospace
* Healthcare
* Electrical/Electronics
* Specialist Sensors
* Defence
* Construction
* Oil & Gas
* Transportation

PERSONAL PROFILE

Strong Global Operational Leader with a proven record of growth and performance improvement in manufacturing and technology businesses. An inclusive and people-oriented leader with experience of leading international teams across public and private SME’s and global blue-chip organisations. P&L leadership within multisite, international businesses operating across diverse market sectors.

Now looking to build and develop a portfolio of roles.

NON-EXECUTIVE Experience

Current:

* **NED & Trustee. NEBOSH. 2020-Date.** NEBOSH is a leading global organisation providing Health, Safety and Environmental qualifications to more than 35,000 candidates annually in over 90 countries.

Previous:

* The NED Accelerator Programme (NEDonBoard, 2020)
* Operating Board Membership (API, Scapa). Regular attendance at Board and Risk Committee Meetings
* Chair, Overseas Operating Subsidiary Boards (Scapa, Avon Rubber)
* Various UK and Overseas Operating Subsidiary Board Membership (Scapa, General Electric, Avon Rubber)
* Member, Management Board, Lancaster University Business School (2012)
* Trustee, GE Corporate Pension Schemes (2007-2009)
* Chair, Internet start-up venture (2007-2009)

EXECUTIVE Experience

**COO – Global Operations. API Group. 2015-2020.**

T/o £170m, 800 staff. Manufacturer and distributor of foils, laminates and holographic materials which provide exceptional brand enhancement for Luxury Consumer Goods, FMCG and Printed Media worldwide.

* Implemented Global EHS programmes improving Total Recordable Incident Rate (TRIR) by 45% over 4 years
* Deployed Lean Operational Excellence programmes and disciplines across Group improving external Cost of Poor Quality (CoPQ) metrics by ~50%
* Restructured and simplified operational footprint (closed Salford and expanded Livingston, closed German Hub and relocated to Amsterdam, closed New Jersey and expanded Kansas, closed Amsterdam and relocated to Germany, UK and USA) and integrated 3x acquisitions into the Group
* Implemented Group wide metrics and processes including 3 year rolling capex planning prioritisation, supply chain management of distribution SKU’s, sales forecasting and Sales & Operations Planning (SAOP)

QUALIFICATIONS

* Executive MBA, University of Bath (1993)
* BSc Applied Physics, University of Bath (1987)
* CEng (1995)
* Law Diploma - English Legal System, Holborn College of Law (1996)

Training

* NED Accelerator Programme, NEDonBoard (2020)
* Graduate, GE Personnel Relations Leadership Course (2007)
* UK CAA Part 21 POA Course (2004)
* Radiation Protection Supervisor (2003)
* GE Design For Six Sigma (DFSS) (2003)
* Graduate, GE Advanced Manager Course (2002)
* GE Six Sigma Green Belt (2002)
* GE ‘Change Acceleration Process’ (CAP) (2002)
* ‘WorkOut at GE’ (2002)
* IOSH Managing Safely (2002)

LANGUAGES

* French (good conversational and business)

INTERESTs

* Skiing
* Golf
* Keeping Fit

**UK General Manager. Sigmatex (UK) Ltd. 2014-2015.**

T/o £40m, 150 staff, (Group T/o £60m, 250 staff). A global converter of carbon fibre textiles for composite material applications across a broad range of industries including Aerospace, Automotive, Marine, Industrial, and Sports & Leisure.

* Implemented a Sales & Operations Planning process into the UK that delivered OTIF improvement from ~50% to >95%, whilst delivering top line year-on-year sales growth of 25%
* Commenced Lean deployment achieving an initial 25% reduction in changeover time and 20% increase in output per person
* Reviewed and aligned the functional strategies and developed a roadmap across Commercial, Operations, Technical and HR to align with the Group’s growth vision for £200m+ turnover
* Completed a strategic review of the group’s IT infrastructure to develop and implement a roadmap to prepare for growth

**Group Operations Director. Scapa Group plc. 2010-2013.**

T/o £210m, 1200 staff. Manufacturer of adhesive and bonding solutions for Industrial, Healthcare and Electronics markets.

* Implemented a suite of operational metrics across the group’s operations. Improvements: OTD delivery +40%pts, 10% reduction in inventory (~£2.5m), reduced customer complaints by 65% in number, reduced Lost Time Injury Frequency Rate by >50%, ~ 4% annual variable cost reductions over 3 years
* Simplified FG warehouse profile in EU (closed Spain and Germany, expanded France). Dealt with operational legacy sites and environmental remediation issues to be able to sell 2 sites
* Identified and implemented internal supply chain process improvements to reduce lead time and improve product availability to support roll out of new standard product offering to be available in 3 days
* Commenced upgrade of site capabilities and competences to support the Group’s reformed strategic direction into Industrial, Healthcare and Electronics market segments

**General Electric Company Inc.**

**Managing Director (Ireland) – Security Division, Dublin. 2006-2009.**

T/o €130m/£100m, 350 staff. (Business Unit T/o $1.8bn/£1.2bn). Manufacture of access, intrusion and fire control security products.

**Global Supply Chain Leader (Pressure) – Sensing Division. 2005-2006.**

T/o £150m, 800 staff. (Business Unit T/o $1bn/£700m). Manufacture of pressure, temperature and flow measurement sensors and instrumentation.

**Operations Director – Sensing Division, Leicester. 2004-2005.**

T/o £120m, 600 staff.

**UK Plant Director – Lighting Division. 2000-2004.**

1000 staff. (Business Unit T/o $5bn/£3.5bn). Manufacture of fluorescent and specialty lamps.

**Avon Rubber plc.**

Manufacture of rubber products for defence, agriculture, sports and industrial sectors. Division of Avon Rubber plc - T/o £250m.

**General Manager - Avon Technical Products. 2000-2000.**

T/o £30m, 450 staff.

**Operations Director – Avon Technical Products. 1998-2000.**

T/o £25m, 300 staff.

**Managing Director – Avon Spencer Moulton (France). 1996-1998.**

T/o £10m, 80 staff.

**Various Roles – Avon Technical Products. 1987-1996.**