

JAMIE CAVANAGH

NON-EXECUTIVE DIRECTOR

CONTACT DETAILS

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Non-Executive Profile: [CLICK HERE TO VIEW](#)

PROFILE

A highly commercial and experienced company director with a specific set of skills in the IT space. As a non-executive director I work closely with SMEs and promote good governance as well as an external "fresh" pair of eyes to look at the business from both a medium term and long term viewpoint. Whilst I have insight in to SME businesses generally, I have a particularly high level of knowledge of Document Management Solutions, both in house and SAAS.

Currently assisting companies in a non-executive director capacity.

KEY SKILLS

- Account Management Direct Sales
Business Analysis People Skills Presentations Solution Selling Management
- Cloud Computing SAAS
- Training

EDUCATION

2001 – 2004 The University of Salford 2001 – 2004 2:1 BSc(Hons)
Finance and Accounting

1999 – 2001 Deanery Sixth Form College
4 A levels, Maths, French, German and General Studies

1994 – 1999 The Deanery High School 11 GCSE A*-C

CAREER HISTORY

Dates	Employer	Position
Jun 2008 -	Imscan Systems Ltd	Various – Board Director

December 2016 – Present Board Director

- Following a takeover by Charles Street Solutions, invited to join the board of Imscan Systems Ltd in December 2016.
- Full, continued account management of Imscan Systems clients.
- Responsible for a further set of DMS clients within the CSS group.
- As a board director, active in the strategic direction of the business.
- Increasingly involved in the acquisition planning of CSS and undertaking Due Diligence.

Jun 11 – Dec 16 Sales Operations Manager

- Responsible for the attraction and retention of new contracts (and gaining new business from existing clients).
- Small business unit environment means that it is important to adapt to any business situations.
- Organisation of technical team and scheduling of tasks and workflow.
- Led a team of 3 sales people and consistently achieved impressive sales results.
- Led a team of Technical engineers.

Key Achievements:

- Major International Food Company Purchase to Pay Solution Value Circa £60k
- Major UK Leasing Company Remittance Project circa £45000.

Jun 08 – Jun 11 Sales Executive at Imscan Systems

- Responsible for identifying, qualifying, and bringing in new business.
- Visiting clients to ascertain their requirements and tailoring a solution for their needs.
- Responsibility for the full sales process.
- Successfully sold new business across this period, leading to an eventual promotion to leading a team.

EARLIER CAREER

Dates	Employer	Position
2008 - 2010	New Tavern Ltd	Owner & Director

- Having identified a need to expand the Recording and Rehearsal Rooms into a platform for performance, we attempted to obtain planning permission to build a venue in the complex. When this was denied, we made the decision to take over a local venue.
- This Decision led to us putting on many live events, including some secret gigs filmed for television. Unfortunately, the climate around venues and pubs led to us closing the venue in 2010.

Dates	Employer	Position
Jun 04 – Jun 12	Fuzzbox Ltd	Owner & Director

- Developed a recording and rehearsal studios.

- Developed a client base of 200+ bands in a 5-year period
- Responsible for everything from cleaning to marketing.
- Grew turnover and profitability with band throughput increasing by 300%
- Expansion included the business acquiring a music venue and pub.