|  |  |
| --- | --- |
| Ken Hailwood FCMAWhittle Fold Barn,Whittle Lane,Wrightington, Lancashire WN6 9QBLandline +44 1257462003Cell phone +44 7798933616kenhailwood@yahoo.co.uk  |  |

Summary:

Accomplished Finance Director, management team leader and results achiever

An SME focussed Finance professional and builder of strong stakeholder relationships

An outstanding communicator and team builder, extensive experience in the technology sector

An experienced Interim/PT Finance Director

A business focussed entrepreneurial operator and lifetime learner

Very flexible and practical with a positive outlook

# Key achievements:

* Achieved revenue growth of 50% and ROCE target of 25% for CSI.
* Achieved corporate sale of 2KTG to CSI
* Completed reorganisation and integration of acquired businesses.
* Achieved acquisition of KSL and KIT Software
* Achieved sales growth of 100% to £4.5m and EBITA growth by 25%
* Completed acquisition of CAL Software effected turnaround and growth strategy
* Achieved sales of £6m EBITA of £1.5m 65 staff
* Achieved revenue growth of 6 x to £3.0m with EBIT £0.5m in three years

**Key Skills:**

* Preparation of businesses for sale. M&A experience both vendor and purchaser.
* Strategic development of businesses to achieve stakeholder objectives.
* Financial modelling, data analysis and business planning and forecasting using Excel.
* Driving business improvement through data analysis, interpretation and change management
* Presentation and communication to Stakeholders of performance and Forecast.
* PE Investment review and monitoring focussed around targets and forecasts.
* Financial/Commercial pre-diligence investigations and VAR analysis.
* Business problem analysis and solution implementation.
* Preparation of detailed information to deadlines using both Microsoft office and industry accounting software. E.g. Sage 50

**Required:**

* Interim F.D, Part-time F.D, NeD role for up to 3 days per week.

**Career History**

**Director – Eclectix Limited Aug 11 – Present**

 **Portfolio professional services Company**

 **•** Interim/Part-time/NeD Finance Director

 Interim F.D for Privately owned Internet Retail SME £10m T/o 3x3Mth assignment

 Lead Accounting and Admin team of 8 with 2 P/Q’s

 Budgets/Forecasts/Monthly Board pack

 Business improvement projects focussed on C/S and GM/Profit

 Cash flow forecasting

 **•** Provision of Investment monitoring and investment review servicesto PE providers

Operational Business review, past performance and future forecast investigation

Sales Backlog and Funnel review

Business Strategy review including investment options

Private Equity provider Ad-hoc 1to3 Day Blocks

 **•** Provision of Accountancy services including business forecasting and planning.

 Pre-acquisition FD services to look at CDD and FDD for SME Interior’s Distributor

 Private Equity provider Ad-hoc 2/3 Week Blocks

**Non-Executive Director–Parbold Douglas Nursery Limited Feb 14 – Present**

 **•** Attendance at Board Meetings.

 **•** Mentoring of Accounting and Administration staff members

 **•** Reviewing of Monthly Management Accounts prepared on Sage 50

 **•** Lead on Budget and Forecast preparation

 **•** Advising on Annual Audit and review with external Auditors.

**Non-Executive Director–Parbold Douglas CofE Academy Sept 11 – Present**

 **•** Chair Resources, Audit and Remuneration meetings.

 **•** Mentoring of Accounting and Administration staff members

 **•** Reviewing of Monthly Management Accounts prepared on Sage 50

 **•** Lead on Budget and Forecast preparation

 **•** Advising on Annual Audit and review with external Auditors.

**Director – Richwood Fine Art Ltd Dec 10 – Present**

* Director of Online Art Investment business.

**General Manager - Constellation Software-Technology (CSI) Apr 08 – Dec 10**

* Quoted Corporation on the Canadian stock Exchange
* Achieved Revenue growth of 50% including acquisition of main competitor BMS.
* Achieved ROCE target of 25%
* Achieved corporate KPI targets for two full business cycles

**Managing Director - 2K Technology Group-Technology (2KTG) Jan 00 – Apr 08**

* Achieved MBO of CAL Software from Private ownership
* Devised strategy to acquire, manage and build and deliver plan to grow shareholder value
* Achieved acquisition of KSL and Kit Software Reorganised and integrated both into the group.
* Increased sales by 10%-15% annually. Increased net revenues to £4.5m and improved EBITA to £1.25m.
* Identified strategic trade purchaser, courted suiter, created strategy for purchaser and secured optimum exit for shareholders.
* Built up reserves and cash to fund expansion.
* Implemented time-recording and billing systems managed professional service ratios.
* Secured several large contract opportunities including Frontier (£7m), Your Move (£2m), WA Shearings (£1m)
* Planned and completed migration of customer base to a higher yield recursive maintenance model promoting stronger customer relationships.

**Managing Director – Torex Retail-Technology Jan 97–Dec 99**

* Quoted Company on the London Stock Exchange
* Led Retail subsidiary sales of £6m and EBITA of £1.5m. 65 staff over 3 locations.
* Focussed on Revenue and Profit growth. Integration of acquisitions.
* Focussed on development of strategic customer relationships.

**Finance and Operations Director BIT Group-Technology May 92 - Jan 97**

* Privately owned Group of Companies.
* Partnered shareholder to achieve exit for shareholders at optimum price.
* Led Finance and Customer delivery for Retail software and services group.
* Led acquisition of turnaround target in allied market space.
* Led turnaround of £0.5m turnover acquisition. Increased sales to >£3m with EBITA of £0.5m.

**Financial Controller Four Oaks –Grower process May 91 - Apr 92**

* Commercial and growth focused Controller Commercial of £5m Nursery Grower.
* Financial accounting and reporting using Pegasus software.
* Managed Finance and administration department of 6 staff
* Audit accounts production and reporting to Private Equity investors

**Financial Controller Logitek-Technology May 87 - Apr 91**

* Quoted Company on the London Stock Exchange
* Commercial and growth focused Controller Commercial of £7m subsidiary
* Managed Finance department of 6 staff
* Audit accounts production using Sage
* Stock management and monitoring through 2 staff
* Purchasing and procurement through 2 staff

**Management Accountant MacPherson-Manufacturing May 86 -Apr 87**

**Trainee Accountant Cruden -Construction Sept 81-Apr 86**

**References:**

Mr Keith Richards

Director

Richwood Fine Art Ltd

Springwood

82, The Common,

Parbold

WN8 7EA

07798 933701

krichards@richwoodfineart.com

Mr David Travis

Regional Managing Partner

Baldwins Accountants

Ship Canal House

98 King Street

Manchester

M2 4WU

0161 245 1000

David.travis@baldwinsgroup.com