**PAUL DEEHAN**

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**FINANCIAL LEADER**

*Board Director 20 years*

A proactive, innovative and commercially focussed financial leader with over 20 years’ experience

steering and growing organisations through strategic leadership, proactive interventions and clear and concise communication. Vastly fluent in improving the financial health status of organisations, Paul is highly adept with strong diagnostic and analytical skills, and has an extensive track record in delivering financial strategies with well acclaimed achievements and performance. A credible and persuasive leader with a powerful executive presence, Paul is highly focussed on internal and external relationship management in addition to creating and delivering value. With his technical expertise and very strong interpersonal and communication skills, Paul communicates transparently and effectively to provide strategic and practical advice. A tactical thinker with excellent evaluation skills, Paul is able to see the bigger picture, enabling him to challenge and contribute towards the long-term success of an organisation.

**Areas of Expertise**

Senior Management | Commercial Management & Strategy | Strategic Communications | Innovation & Transformation | Business Strategy & Development | Revenue Increase | Implementing Policy & Structure | Budgetary/P&L

**Core Executive Skills**

C-Suite Communication & Presentation Skills | Strategic Thinking & Foresight | Strong Operational Abilities | Commercial Decision Making | Shaping Corporate Culture

**Soft Skills**

Analytical Skills| Leadership | Problem Solving | Diplomacy | Technical Communication Skills

Active Listening | Adaptability | Delegation | Collaboration | Credible Influencer

### BOARD EXPERIENCE

***Turley Associates Limited*** *• Senior Director, Finance & Resources March 2009 to Present*

Providing strategic and operational advice on financial, commercial and all other business affairs to Chief Executive.

***KHT and KHTS Limited (formerly Knowsley Housing Trust)*** *• Non-Executive Director September 2016 to March 2019*

Identified issues regarding recording and reporting of regulatory information during Board restructure.

***MC Consulting Limited*** • *Finance Director* *June 2008 to February 2009*

Advisory role, reporting to Chief Executive on financial focusses and management of relationships with funders.

***Artisan Property Group*** • *Finance Director* *October 2007 to May 2008*

Advisory role, reporting to Chairman/Chief Executive on financial and IT matters.

***United Utilities Property Solutions)*** • *Finance Director* *2002 to 2007*

Advisory role, reporting to Managing Director on commercial management, business strategy and financial issues.

### Professional Experience

***Turley Associates Limited*** • *Senior Director, Finance & Resources* *March 2009 to Present*

*Engaged to measure operational performance and to develop and implement company strategy, business planning and budgeting. Achieving ISO 9001 Quality and ISO 14001 Environmental certifications to support business development.*

* Re-engineered management information and KPIs to give focus and drive business performance, resulting in a substantial increase in turnover and profit and reducing work in progress and trade debtors by c£3M.
* Introduced revised medium-term employee incentive scheme to significantly increase reward for employees, contributing to growth in value of the business.
* Delivered over £1M savings in property costs through relocation of offices and re-gearing of leases, accompanied by significant cost savings through procurement review of printing, communications, stationery, and travel costs.
* Established cost reduction monitoring and rolling financial projections to manage business through significant downturn in activity.
* Implemented substantial IT investment program in assets and services to deliver resilient infrastructure and enhance external client service.
* Launched a merged document management, project accounting and client relationship management IT system to improve business efficiency, commercial management, and knowledge management.
* Identified and rectified complex technical issues causing fundamental errors in statutory accounts.

***MC Consulting Limited*** • *Finance Director* *June 2008 to February 2009*

*Engaged as part of refinancing of Vermont Developments, supporting company in receivership through the administration process.*

* Worked with management team in consultancy role to set up new business, assuming contracting operations of company in receivership.

***Artisan Property Group*** • Finance Director *October 2007 to May 2008*

*Engaged to implement financial organisation and create a sound, professional business from which the organisation could expand.*

* Secured £35M debt finance for property developments with a value of £50M and profits of £8M.
* Negotiated extensions for debt finance to complete schemes with a value of £30M.
* Decreased insurance premiums by 50% through consolidating procurement.
* Condensed bad debts, improved cash flow and enhanced reputation by outsourcing property management.
* Reduced tax liabilities for both parties in joint venture by introducing management and interest charging regime.

***United Utilities PLC (FTSE100 company)***  *February 1994-September 2007*

***United Utilities Property Solutions)*** • *Finance Director* *2002 to 2007*

*Engaged to oversee business development strategy, including commercial management, legal services, procurement, financial accounting, control and reporting, credit control, payments control and IS.*

* Reduced operating costs by £1M through developing and executing strategy for exit from 10-year development partnership agreement.
* Delivered £30M in future value by negotiating joint venture agreement with development partner for 1 million sq ft commercial business park.
* Increased business profitability by 600% and generated £200M cash in 5 years, as part of strategy-delivering senior management team at start-up.
* Decreased trade debtors from £27M to <£4m by reorganising billing and credit control.
* Attained annual procurement savings of £0.5M by implementing procurement methodology to maximise purchasing power.

### Employment History

***United Utilities:***

***United Utilities PLC*** *• Investor Relations Manager*

***Norweb Contracting*** *• Finance Manager*

***United Utilities Water & Electricity*** *• Capital Charges & Cash Controller; Financial Controller (Support Services); Investor Relations Manager*

***Vertex*** *• Financial Accountant*

***North West Water Limited*** *• Financial Accountant*

***North West Water PLC*** *• Senior Auditor, Corporate Audit*

***KPMG*** *• various experience covering audit, tax, corporate recovery and management consultancy*

### Qualifications & Training/APPOINTMENTS/MEMBERSHIPS

***ACA*** *• Institute of Chartered Accountants in England & Wales*

***BA (Hons) 2.1 in Accounting & Financial Management and Economics*** *• University of Sheffield*