SIMON W S AMBLER

**Non-Executive Director (Experienced CEO and Managing Director)**

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**Summary**

An experienced Managing Director with a diverse and successful executive career; Engaging in challenging Non - Executive roles.

Broad operational and commercial experience in a wide range of International and domestic markets; with a proven track record in significantly enhancing Shareholder value, profitability and driving performance.

This breadth of experience allows him to rapidly engage with and understand a business in depth, to then provide advice and pose the questions necessary to corroborate the solutions. In doing so he is well versed in identifying and managing all forms of risk, both operational and strategic, with the ability to review holistically as well as in detail.

He operates with thoughtful communication, independence, courage and integrity, combining an engaging personal style with the ability to challenge in a supportive manner.

Strategic and very commercial, an extensive record of creating and leading teams implementing change and turning around companies in International engineering and manufacturing industrial markets, significantly enhancing profitability and performance. Experienced in a wide range of technologies and market sectors.

**Core Skills and Experience**

Business Strategy
Strategic Planning
Corporate Governance
Leadership
Operational Management
Health, Safety and Environment
Business Start-ups, flotation
Business Insight
Identifying Added Value and Growth
Business Development
Product Development
Technology and Systems Development
Market Planning
Key Individual Recruitment
Cash Management

**Employment History**

**Director**

**PORTAKABIN Ltd (SHEPHERD GROUP)**

July 2008 – June 2018 (Retired)

York, United Kingdom

A board member delivering 100% EBIT growth and doubling Enterprise Value over a five year period.

Modular Construction, Capital Projects & Hire Fleet
T/o £300m, EBIT £39m, highly cash generative. Market leading highly profitable Hire, Sales & Manufacturing Group.
P&L responsibility for Production & Logistics and Client Permanent Building Solutions.

Conducted a Production and Logistics review and delivered enhanced performance and a recovery to on cost performance through the implementation of a 5 year strategic plan and tactical restructuring. Delivered a 29% reduction in breakeven point and enhanced Health & Safety.

Created and led the multi discipline team that won and delivered; the £44m design and build Barking and Dagenham 2,500 pupil Riverside School Complex; the £18m contract for the largest Public Sector Health design and build offsite P21+ construction project in the UK, the North Middlesex University Hospital Maternity Unit.

Directed a market review and led the subsequent design and development of a new offsite building solutions product platform replacing a 25-year-old combined Hire and Sales platform. Positioning the company in the permanent building market for a wide range of sectors including Health, Education, Nuclear and Rail.

Implemented a strategic redirection of the Portakabin Group Sales Division businesses generating significant building module sales growth during the 2009/13 recession. Doubled the annual capital projects order book to £90m. Improved cash generation by reducing rolling debt by £2m.

**CEO**

**DISENCO ENERGY Plc**

January 2006 – July 2008
Head hunted to transform a development Company into a Commercial reality.
Micro combined heat and power technology, based on Stirling engine principles.

Successfully took the company public (DIS.V) in Feb 2007. Completed extensive Fund Raising initiatives in the UK and North America.
Redesigned bench prototypes into commercial appliances within target cost parameters. Initiated and completed successful appliance field trials with The Carbon Trust.

**1994 - 06 GARDNER DENVER Inc (Syltone plc)**

**T/o US$1,500m, industrial compressor and blower manufacturers, acquired Syltone plc in January 2004**

**Group Managing Director – Transport Strategic Business Unit**
**GARDNER DENVER INDUSTRIES LTD**

January 2004 – December 2006

T/o £80m, business-to-business, industrial products and systems. Promoted to drive profitability and growth while integrating Syltone companies into Gardner Denver, 13 Fiscal entities, 4 Manufacturing sites and 19 Operational locations worldwide, with a substantial international distributor and agency network.
Exceeded budgeted EBIT by 30% and grew 2%, producing significantly enhanced results during a period of intense cultural and business change. Turned around German manufacturing unit from breakeven to 8% EBT following absorption from Gardner Denver. Drove procurement initiatives to improve margins, enhanced manufacturing efficiency and reduced overheads.
Successfully integrated Syltone Transportation Division into Gardner Denver Inc including meeting all US corporate compliance requirements. Implemented new financial reporting and sales/profit forecasting formats.

**Director – Divisional Managing Director**

**SYLTONE INDUSTRIES Plc**

January 2001 – December 2004

International Transport Division

Member of the Director team driving shareholder value leading to the sale of the Syltone Group to Gardner Denver LLC for 22 times earnings.

Successfully disposed of French valve manufacturing company through the encouragement of a local management buyout, saving £3.5m in potential closure liabilities.
T/o £63m. Promoted to grow the business.
Consistently exceeded budgeted profit performance.
Established a new operational structure, moving from autonomous units to a single company structure across the European area, responding to market and customer forces.
Reduced costs and overheads by 20% offsetting rise in pension burden.
Reduced headcount by 27% while increasing efficiencies and effectiveness.
Built an effective and synchronous European management team, changing culture from individual silos to a group performance approach, greatly improving international competitiveness and driving enhanced shareholder value.

**Managing Director**

**DRUM INTERNATIONAL LTD (Subsidiary of SYLTONE plc)**

January 1999 – December 2001

Bradford
T/o £10m, bulk product handling equipment manufacturer and distributor.
Selected to turn around the business as an alternative to proposed closure.
Developed and presented a new business plan, gaining Board approval to implement a complete operational and structural change, including relocation and sale of original facilities. Eliminated a 50% product warranty burden.

Developed and launched new screw compressor technology and associated manufacturing capability.
Successfully managed a £5m investment programme turning a £400k loss to £550k profit within 1 year.
Constructed a new factory and relocated the company within 16 months, achieving a 17% overhead reduction.

**Managing Director**

**EMCO WHEATON UK Ltd (Subsidiary of SYLTONE plc)**

January 1995 – December 1998
T/o £11m, petroleum products, loading and discharge equipment.
Promoted to restructure the business.
Successfully managed a £2m investment programme.
New factory constructed and company relocated whilst achieving operational targets, creating a showcase facility for the Group plc board in close proximity to London.
Planned and successfully implemented two unmanned robotic machining cells, achieving a 50% reduction in costs for core products. Consolidated additional products into sister European manufacturing facilities.
Introduced 3D CAD design and manufacturing techniques, with supply chain integration.
Delivered 36 new products to market in 3 years.

**Sales & Marketing Director**

**DRUM INTERNATIONAL (Subsidiary of SYLTONE plc)**

January 1994 – December 1995
Headhunted to generate a clear strategic plan, grow sales and overall profitability.
Exceeded budgeted sales targets and profitability.
Completed a five-year marketing and subsequent company strategic plan.
Set up a new subsidiary in the Czech Republic.
Produced standard international literature, price lists and technical support documentation.

**Executive Marketing Manager**

**AE TURBINE COMPONENTS LTD**

January 1990 – January 1994
Gas Turbine Aero foil manufacturer, subsidiary of T&N plc.
Successfully negotiated and secured manufacturing contracts in Japan, America, Canada and Europe for precision Turbine Blades and Nozzle Guide Vanes. Secured the order for first volume manufacture of single crystal turbine blades in the UK. Military/Civil Aerospace and Industrial gas turbine market sectors.

**Marketing Manager**

**DAVID BROWN Ltd**

January 1989 – January 1990

Specialist gear manufacturer, worldwide distribution. Markets sectors included Military, Rail and Formula One.

**Sales & Marketing**

**DRUM ENGINEERING Ltd (Subsidiary of SYLTONE plc)**

July1987 – January 1989

Special Projects and R&D working for the Managing Director.

Developed on vehicle integrated fluid power system solutions for both British Telecom and British Gas.

**Trainee Manager**

**SYLTONE Plc**

January 1985 – July 1987

**Contract Manager**

**G & SG NEAL Ltd**

January 1983 – January 1985

Specialist crop spraying company.

**Expedition Engineer**

**Trans African Expedition**

November 1982 – March 1983

Privately funded, four man Trans African Expedition. UK via the Sahara and Central Africa to Kenya

**Qualification / Education**

**Masters Degree in Business Administration** - Bradford University & Management Centre

**HND Mechanical Engineering** - Harper Adams University College

**MIOD** Member of The Institute of Directors

**MCIM** Member of The Chartered Institute of Marketing (retired 2019)

Uppingham School, Rutland

Malsis Preparatory School, Yorkshire

**Personal Interests**

Motorsport – UK National B Race and Speed A (Open) Sprint Licence

Sailing - RYA Coastal Skipper/ Yacht Master, RYA Advanced Powerboat / Rescue

Music, Skiing

**Additional Information**

Married, 3 Daughters

Full, Clean UK Driving License