



KEVIN J POULTON

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Profile

Senior hands-on executive, with international management experience proven across numerous sectors.

Entrepreneurial drive with expertise to shepherd projects, innovate and drive new strategies.

Valued for the ability to achieve the organisation vision, through rapid identification of opportunities and the creation of detailed actionable team plans.

Seeking to play a pivotal role in transforming an organisations capabilities

Highlighted Achievements

- ◇ **Revitalised an unprofitable business enhancing annual profits by £2.6M.**
- ◇ **Enhanced EBITA of a telecoms group, by £2.3M, prior to sale.**
- ◇ **Pioneered 1st customer portal in the facilities securing a £27M contract.**
- ◇ **Managed multi-million pound budgets and global IT and Ops teams.**

Professional History

INTERIM EXECUTIVE (*example assignments*) **Oct 06 - Date**

Vice Chair ~ Active Luton.

Charity operating multiple sport and community centres across Luton.

- Oversee financial governance of £10 Million operation.
- Ensure airport donation encourages communities to be healthy.
- Guide the IT Strategy, splitting from Local Council to provide flexibility.
- Advise on risks across broad spectrum of areas and disciplines.

Chief Information Officer ~ O-Bit Telecom Ltd.

Telecoms wholesaler and reseller.

- Designed and developed in-house SaaS ERP platform (LAMP Stack).
- Established MIS platform, highlighting £2.3M missed annual profit.
- Automated commission process, reducing it from 10 to 2 person days.

Managing Director ~ Cardinal Security Solutions Ltd.

Electronic security product company targeting the retail sectors.

- Salvaged electronics project, ultimately contracted into 30 retailers.
- Enlarged profits to £1.8M from 600k in nine months.
- Integrated 2 acquisition companies into the group.

OPERATIONS DIRECTOR, Corps Monitoring. **Apr 02 - Oct 06**

CCTV & Control room subsidiary business unit.

- Boosted profits to £1.6M, from £1M loss.
- Directed 24/7 control room handling up to 3,000 calls/hr.
- Grew a channel of CCTV Contractors to 84 members.
- Member of industry liaison boards for Police and Public Sector.
- Presented to Generals and Admirals at AGM.

GLOBAL IT DIRECTOR, The Corps.

Jan 00 - Oct 06

Oldest global facilities company with a diverse portfolio of subsidiaries.

- Devised and delivered 3 year cloud based digital transformation.
- Pioneered industries 1st Customer Portal, securing a £27M contract.
- Chaired ERP system project, achieving £12.4M annual savings.
- Redesigned payroll process. 750k saving and 80% reduction in queries.
- Reduced daily helpdesk calls from 190 to 5, through ITIL.

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Skills Overview

Early Professional History

IT Manager ~ VCI Plc. (Acquired by Kingfisher plc)
Video, Music & Book Publisher and FMCG Distributor.

IT Support Manager ~ Capital Radio Group Plc.
Broadcaster, Media Sales House, Satellite Services, Live music events.

Education

MBA Business Studies
BSc (Hons) Computer Science with Management Science.

Numerous courses including:-

Stanford University	Organisational Analysis & Design.
University of Pennsylvania	Financial Accounting. Marketing, Operations Management.
University of London	English Law.
University of Munich	Advanced Competitive Strategy.
ISEB	Data Protection Act (1998).
IoD	Advanced Mergers & Acquisition.
BIFM	Managing Corporate Real Estate.
Cormac Russell	Asset Based Community Development.
Voluntary Works	Charity Governance, Managing Volunteers .

Voluntary Activities

2018 – , Member of Organisers for Luton Great British Spring Clean, with Signpost SO.

Multiple litter picks with community groups, schools and businesses.

2017 - 2019 Media Officer & Secretary, Friends of High Town;

Encourages community cohesion in High Town ward in Luton.

2017 - 2019 Chair, High Town Improvement Action Group;

Liaise monthly with Bedfordshire Police, Luton Borough Council and local councillors to pro-actively reduce anti-social behaviour.

2017— , Secretary, Edible High Town;

Transform small plots of public land into community gardens, with all produce freely distributed.

2016—2018 Chief Operating officer , Fashion Show Live;

Runs programs to address mental health issues through medium of Fashion shows.

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Personality Summary

- ◆ Strategic & Imaginative thinker
- ◆ Analytical & process driven
- ◆ Problem solver
- ◆ Independent & decisive
- ◆ Open minded
- ◆ Goal Orientated
- ◆ Continual improvement seeker



"The Architect"
(INTJ-A)

www.16personalities.com/intj-personality

Personality

My natural tendencies are towards process and logic with an unquenchable thirst for a knowledge. Confident to challenge the status quo and explore alternatives constantly striving for improvements.

Quick to deconstruct a concept or problem, identifying key threads to be learnt or solved, which often leads me to offer the first opinion on what needs to be done, which I am happy to adapt or discard in favour of better answers.

These natural tendencies have been augmented with a set of developed traits, which have enabled me to excel at networking, team management and motivation.

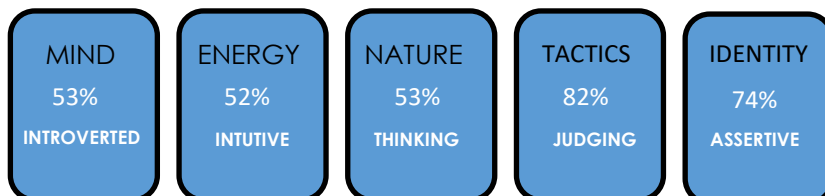
Management Style

I like to trust individuals to fulfil responsibilities with minimal day to day management, preferring to give them the freedom to decide how to meet larger parameters and goals that have been jointly arrived at. I am more likely to sell a larger vision to a group and reach a consensus on who will do what. I will ensure that the team is made up of different personalities encompassing individuals that thrive at detailed oriented to more creative tasks.

Community Orientated

I took the life changing decision to curtail my executive career as my successes were leaving me unfulfilled . Utilising ad-hoc consultancy to support a more modest lifestyle, I was able to free up time to dedicate to supporting numerous community based projects.

Personality Traits



MIND, determines how we interact with our environment .

ENERGY, shows where we direct our mental energy.

NATURE, determines how we make decisions and cope with emotions.

TACTICS, reflects our approach to work, planning and decision-making.

IDENTITY, showing how confident we are in our abilities and decisions.