**Non - Executive Director - Rob Foreman**

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**Introductory profile**

Independent Commercial Director/Non - Executive Director with strong people development skills and a strong focus on customers. Learnt a lot from successes and mistakes at Shell Colgate Palmolive SC Johnson Nestle Purina and Michelin delivering strong business results - **responsible for generating revenues of up to £80 million per annum profitably.**

Followed by a challenging period in Executive Search and Selection **working at Director and Managing Director level** - building on the above launched and developed my own consultancy business aimed at fast growing SME.

Currently working with a fast growing healthcare business with a focus on **leadership development - proud to have contributed to the business turnaround.**

Park Run 50 Club - Golf - Cricket - Rugby Union – MCFC

**Key competencies**

* B2B
* Business development
* Strategy
* Leadership
* People development

**Non - executive experience and achievements**

* First steps – member senior management teams for 20 + years
* Strong focus on customers
* Understand the importance of appropriate governance
* Extensive and valuable network
* Team player

**Other executive experience**

* Harbour Healthcare – SME – People strategy and Non - Executive As part of senior team managed £**25 million business turnaround** and expansion with focus on revenue growth and cost reduction. Leadership development strategy implemented driving productivity. Introduced Mission Vision Values
* Shell – Senior Manager – Retail/Sales/Procurement Delivered **double digit sales growth in retail network** targeting high performance locations and people. Increased UK retail network ROI through introduction of UK Investment Panel. Spearheaded procurement strategy for UK retail and designed first UM environmental framework
* Colgate Palmolive – Key Account Management – Grocery sector Turned around key account performance with **jointly developed customer business plan working and leading a cross functional team.**
* SC Johnson – Sales Controller – Tesco JS Asda and others. Implemented joint customer growth plan by building and **leading a highly motivated team.** Significant volume value and profit growth.
* Nestle Purina – Channel Director – Grocery Working across Europe and the US created and led **dynamic sales team introducing new products** e.g. Purina ONE
* Michelin Sales Director B2B UK Ireland After 6 months in France as part Executive Development Programme led projects and **B2B teams** in the UK and Europe
* Howgate Sable Executive Search Selection – Partner Operating at Director And **Managing Director level** helped businesses hire effective leadership team – Tesco Promethean Taylor Wimpey Convatec
* Business Consultancy – Owner – Adecco Amazon Kwik Fit Generated new business by building high level business relationships – **unlocking value**. Including recruitment operations and capital allowances focus

**Training and Qualifications**

* Shell – Management trainee
* Michelin – Global Executive training
* Sales Marketing Leadership Procurement strategy Finance HR