

Bak2Basiks Ltd

Project	Client	Duration	Sector
National Precast	CDL – Agg Ind	10/2002 – 12/2009	Pre Cast Sales & Manufacturing

Company: Aggregate Industries **Contract Date:** February 2006 – December 2009

Position: National Pre Cast Operations Manager. **Scope:** National Operations

Company Overview; Working within £350 M Building Material Division, manufacturing and selling into domestic and commercial sectors. Managing: Stockton – Barnsley – Croft – Ely – Ladds Concrete

Achievements Of Contract:

- Engaged suppliers & supply chain, reviewing agreements & dealing with past quality issues
- Restructured & commissioned national sales & manufacturing centre
- Reducing Aged debt from 120 Days – 45 Days, focused on cash collection & resolution
- Financially converted a (£561K) loss into a +£43K business in less than 12 months.
- Reduced credits from c £20k / month to an average £565 / month.

Company: CDL Ltd

Contract Date: October 2002 – May 2005

Position: Operations Manager

Scope: Operations – Sales – Manufacturing

Company Overview: CDL privately owned company generating approx C£30M turnover, built up of 14 individual Ltd companies. Manufacturing & delivering structural units on a supply / supply & fix basis

Achievements Of Contract:

- Controlled and managed the commissioning of two new “start-up” businesses.
- Managed a commercial sales office & developed / managed Mumbai drawing office.
- Drove sales of a new product into a new geographical area with no existing client base, achieving sales in excess of £250,000 per month (within 12 months of commissioning the business).
- Dealt with debt recovery (98% recovered within 45 Days)
- Developed marketing strategies, implementing a proactive sales approach, increasing market share.
- Increased group net margin by an average 3.9%