

## **MR ANDREW SMITH, ACCA**

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### **PROFILE:**

A Finance Director with extensive experience in the fast moving consumer goods and manufacturing sector with a record of substantial profit impact. Expert in systems, start-ups, rapid expansion, acquisitions and MBOs.

### **QUALIFICATIONS:**

- ACCA qualified – Certificate No X57979343 – Dec 2002
- BSc Accountancy & Finance - First Class – Durham University – July 1999
- Borden Grammar School – 4 A Levels A to C (expand if you wish) – July 1996

### **CAREER:**

**Feb 1997- Dec 2011**  
**Quality Foods Ltd**  
**Finance Director**

Quality Foods is a multi-site, £400m turnover food manufacturer specialising in meat products for the frozen food market. The firm employs c275 staff through a network of sites across the UK.

#### **Role:**

Recruited by the parent company to reduce costs, improve profitability and investigate possible expansion plans in the future.

#### **Achievements:**

- Restructured Finance function reducing manning by 50% from 32 to 16
- Introduced efficiency reports driving 5% margin improvement in first year
- In 2003 a third of turnover was transferred to another group factory and the company became loss making operation
- Oversaw subsequent management restructuring saving £1.2m per annum
- Restructured company into two new legal entities ahead of potential sale
- Managed three successful tenders growing turnover by 32% in first year, returning company to profitability and reducing dependence on main customer
- Led successful MBO process in 2004 securing financial backing
- Installed SAP system allowing real-time management reporting
- Reclaimed £900k of costs from supplier incurred due to national food scare
- Negotiated successful sale of business in 2006

**Jan 1985 – Jan 1997**  
**GC Fabrications Group**  
**Finance Director**

GC Fabrications is a global company and one of the largest suppliers of custom metal fabrications to the UK. The company sources the finest grade 1 steel, aluminium, copper

and stainless steel from over 20 countries for use in specialist applications and custom design project.

**Role:**

Appointed to drive forward the finance department of the largest division of the Group to direct and lead the Groups strategic growth.

**Achievements:**

- Integrated 2 new acquisitions into the Group
- Centralised accounting function and installed MIS, saving 12% of raw material costs
- Relocated Division's Head Office operations to Kent saving 30% per annum on rental costs
- Managed 2 start-ups and 4 factory closures as part of production rationalisation programme
- Absorbed existing warehousing and processing operations into the Division
- Centralised Distribution Operations saving £500k per annum
- Increased annual profits from £0.8m per annum to £3m per annum

**1984 – 1985**

**Izco Glass Group Plc**

**Interim Finance Director**

Izco Glass (£250m t/o) is a leading glass processor and supplier, specialising in bespoke curved glass, multi laminates, oversized sealed units, processed toughened, heat soaked and specialist decorative units.

**Role:**

Appointed as an Interim Finance Director for a £90m multi laminated specialist manufacturing and distribution division to resolve profitability and efficiency issues.

**Achievements:**

- Restructured and streamlined finance function reducing head count from 15 to 11 staff
- Improved costs negotiating a 5% drop in raw material
- Designed and implemented real time cost reporting tool highlighting areas of inefficiency for improvement
- Stabilised fluctuating material costs by price fixing improving the accuracy of management reporting information
- Closed 2 operations, transferring manufacture and eliminating losses of £1.25m

**SOFTWARE/LANGUAGES:**

- Advanced MS Excel, Hyperion, Sage 500, JD Edwards, Pegasus, SUN
- SAP implementation – completed two SAP implementations (one medium scale manufacturing business and the other a large multi site European operation)
- Fluent French, written basic

**INTERESTS:**

- Outdoor activities including cycling, skiing and running