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SUMMARY

A commercially-focused management accountant, who restores confidence to business numbers, builds teams and achieves extraordinary results.

PROFILE

An approachable, analytical and insightful professional who has an exceptional track record in recommending and implementing practical solutions to financial business problems. Committed to finding creative and simple solutions to restore confidence and aid business recovery and motivate staff. A business recovery specialist with the ability quickly to evaluate, prioritise and address under-performing businesses and then devise and implement strategic recovery plans. Empathetic and engaging, able to motivate people through major change and uncertainty. Extensive experience in manufacturing, distribution, services and not-for-profit sectors.

PERSONAL SPECIALISMS

- **BUSINESS STRATEGY & PLANNING** Business Reviews/Appraisals, Corporate Survival/Recovery, Business Change Management, Management Decision Making, Strategic Planning/Business Plans, Supplier Relationship Management, Acquisitions/Mergers
- **FINANCE & ACCOUNTING** Financial and Business Analysis, Financial Health Checks, Credit Control, Management Systems, Fund Raising/Financing, Budget Planning and Management, Computerised Accounting

ADVISORY ROLE(S)

Interim Manager, mentor

INDUSTRY EXPERIENCE

Manufacturing, distribution, services, professional services, not-for-profit sectors.

ORGANISATION SIZE EXPERIENCE

A typical client has a turnover between £1M and £25M

QUALIFICATIONS & TRAINING

MA (Oxon) Mathematics
Diploma in Management Studies (with distinction) Trent Polytechnic (now Nottingham Trent University)

PROFESSIONAL MEMBERSHIPS

Member of:
Chartered Institute of Management Accountants
Chartered Institute of Management
Institute of Interim Managers

OVERSEAS EXPERIENCE

As a business manager within an organisation, I have worked in Holland, Belgium, Germany and Austria.

CAREER SUMMARY

1. Interim Financial & Commercial management (2000 to date)

- Established customer and contract profitability at a major water testing laboratory
- Project managed the financial aspects of a £50M bid for a utilities client
- Broke down silo mentality within a construction business so that information flowed between QS/Contracts team and Finance
- Recovered £80K cash from difficult debtors for a cash-strapped construction business
- Negotiated payment deferment with HMRC, finance companies and other key stakeholders in a high growth business servicing household waste sites and disposing of business waste
- Rebuilt Finance team after some key members left
- Identified and assisted with implementation of permanent and owned solutions to 200 control gaps as part of a Sarbanes-Oxley project
- As interim credit manager for a manufacturing business, improved communication with sales force, sales administrators and Finance and achieved a 9 day reduction in days of sales outstanding
- Reduced overdue debt owed by my client's number one UK customer by £350K in three months

2. Commercial Director, Worthington Manufacturing Ltd, 1999-2000

- Member of the project team that introduced Navision computer system to replace non-Millennium compliant legacy system on time and within budget
- Used data from Navision to safeguard £1.3M turnover when the customer was threatening to take the business elsewhere

3. Divisional Financial Controller, Whitecroft plc 1991-1999

4. Internal Auditor/Financial Controller Philips Electronics, 1978-1989