

George Slade

United Kingdom, London | g.slade227@gmail.com
07528387373 | www.linkedin.com/in/george-slade

Positions

2023 – Schneider Electric Ltd. (BMS and Smart Buildings Consultant)

- Took up new role within UK&I Design Firms Team, focused on providing support and expertise to engineering consultancies involved in electrical or mechanical projects across a wide range of segments and channels.
- Deliver training and expertise to consultants surrounding a range of smart building concepts: traditional approach to designing building systems, reasons to advance and evolve, what integrated building systems look like and what smart architectures for building systems can encapsulate
- Currently undertaking further training around smart trends and capabilities to be able to better support the design firms we work with.

2021 – 2023 Schneider Electric Ltd. (Software Deployment Lead – UK&I)

- Responsible for evaluating and positioning vendor agnostic software offerings that have been acquired by Schneider Electric in the past few years within the UK&I zone, with a focus on smart integration and building management.
- Co-ordinated with stakeholders at a regional and global executive level to feedback zone results and support needed by industrial sales teams.
- Further developed problem-solving skills to identify avenues for software sales within Schneider, provide technical information on software offerings in digestible form and manage stakeholder network within and outside the business.
- Took ownership of driving lead generation of one of the vendor agnostic software offerings within the zone aimed at electrical CAD users (SEE Electrical by IGE-XAO).
- Set up a consistent cadence with Sales Directors and individual account managers within sales teams, tracked progress of lead generation and provided necessary support to best approach potential accounts through supporting material or liaising with sales managers from IGE-XAO.
- Drove consistent lead generation through account managers within different Schneider sales teams.
- Responsible for achieving 2nd highest global revenue for SEE Electrical synergy sales for any Schneider zone, beating revenue target for UK&I by 33%.
- Made recommendations surrounding incorporation of software offerings within specific Business Units in the UK&I organisation to VP level.

Project Coordinator – UK&I Leadership Pulse Community

- Coordinated a small team of leaders within the UK&I business to create and manage an internal leadership event in Q3 2022 around coaching.
- Responsible for managing group workload, assigning tasks, providing team members with support when requested and ensuring that the project stuck to its strict timeline.
- Pivoted at the last minute as a team to deal with business wide changes to alter the nature of the event so it could still be delivered under different circumstances.
- Received great feedback from attendees on nature of the sessions provided, interactivity of panels, content presented on the day and the timings of the sessions.

2020 – 2021 Schneider Electric Ltd. (Graduate Trainee)

First Placement in Digital Energy, End User Projects

- Worked in concert with project managers on delivery of projects to clients.
- Demonstrated strong team working skills and work ethic, achieving required results within budget and on time.
- Learnt how to interact with and manage stakeholders of all types across a construction project (Panel Builders, M&E Managers, Electricians, Consultants).

Second Placement in Digital Energy, Sales (Digital Buildings)

- Developed a base of understanding surrounding smart buildings, what constitutes a smart building and how offerings can be leveraged or integrated to maximise smart facilities.

- Acquired an appreciation for full project life cycles and the care that needs to be taken between stakeholders when developing a project.
- Learnt the ins and outs of the tendering process, key member of team presenting tender on multi-million pound tender for a life science project

Industrial Placement

2018 – 2019

Bentley Motors Ltd. (Quality Undergraduate)

- Material scientist in Quality Lab, responsible for part validation, part quality maturation, failure analysis of customer and supplier related issues and providing technical support for development of upcoming business projects.
- Learnt key principles of technical communication at different levels to concisely convey key takeaways to technical and non-technical audiences, learnt and developed problem-solving skills through providing a variety of solutions to unique customer problems.
- Developed key skills surrounding data analysis and visualisation for inclusion within technical reports.
- Manage multiple jobs simultaneously, delivering complex results to strict deadlines, developed key business writing skills and ability to consolidate information into clear summarised form with key takeaways highlighted.
- **Congratulated by senior stakeholders at the end of the year for writing the highest quantity and quality of technical reports of any undergraduate that had been in the Laboratory.**

Lead role on specific jobs

- Bentley Continental GT Number 9:
 - Led testing on select exterior items on the Limited-Edition Car, working closely with Mulliner quality manager and other senior stakeholders. (Mulliner take care of bespoke cars/car options and limited-edition cars for Bentley Motors). Frequently presented test findings of part improvements and further recommendations to Mulliner/Laboratory Managers which were consistently well received/acted upon.
- Bentley Flying Spur Illuminated Mascot:
 - Led research and development testing into potential alternative adhesives to be used in the Mascot.

Education

2015 – 2020

The University of Manchester

MEng Materials Science and Engineering w/ Interruption Year for Industrial Placement

Result: 74.7% (First Class)

4th Year Individual Research Project (74%)

4th Year Group Management Project (70%)

2008 – 2015

Manchester Grammar School

A Levels: Maths (A), Physics (A), Chemistry (A)

AS Levels: Italian (B)

IGCSEs: 10A*s including Maths, English Literature and English Language

Additional Skills

IT

Proficient with Microsoft Office, Experience of using CAD (Abaqus)

Knowledge of Python programming language (self-taught) in relation to data analysis

Other

IET Member, UK Full Clean Driving Licence

Activities and Interests

Golf

Developed strong networking and communication skills representing Wilmslow Golf Club at a junior level, handicap of 7.

Data Analysis

Undertaking self-directed courses on performing data analysis via Python, through use of various libraries (pandas, seaborn, plotly etc.) and specific language techniques.

Gym

Dedicated to the gym, 5-6 times a week to improve fitness and de-stress

Writing

Currently writing a Science Fiction novel after taking online courses on creative writing for Science Fiction and Fantasy writers