**CURRICULUM VITAE FOR KRIS MATT**

**CANDIDATE LOCATION: TEDDINGTON**

PERSONAL PROFILE

A results-driven and strategic leader with a proven track record of delivering significant value for international businesses through the design and execution of innovative commercial solutions. Combining academic excellence with extensive practical experience, Kris has driven organizational success across diverse management functions, including financial modelling, strategy, business development, project management, client relations, R&D, and cultural change management. As a catalyst for business transformation, he is skilled at leading change initiatives, fostering high performance teams, and engaging stakeholders at all levels to achieve business objectives.

EDUCATION

2002 London Business School

MBA (Executive)

1996 University of Wales, Swansea

EngD (Engineering Doctorate)

1992 University of Wales, Swansea

BEng (Hons)

*KEY SKILLS*

* Strategic Development: Expertise in creating and executing solutions to align with corporate goals, driving operational efficiency, and generating bottom-line improvements. Experienced in business planning and financial modelling.
* Commercial Acumen: Strong ability to identify new market opportunities, develop growth strategies, and implement entrepreneurial solutions tailored to customer needs. Proficient in market and competitor analysis.
* Financial Expertise: Extensive experience in feasibility studies, investment appraisals, profit and loss management, and financial modelling to optimize shareholder value.
* Operational Leadership: Proven ability to drive culture change, streamline operations, and implement cost-saving initiatives using methodologies like Kaizen and lean improvement.
* People Leadership: Effective in leading organizational change, improving workforce engagement, and increasing productivity through motivational leadership and targeted morale-building strategies.
* International Experience: Successful in managing operations across diverse cultural environments, including leading board-level relationships for multiple international joint ventures.
* Project Management: Expertise in delivering large-scale projects on time and within budget, managing multiple stakeholders and subcontractors to achieve organizational goals.

*PROFESSIONAL DEVELOPMENT*

* LeanSigma Champion Training, TBM.
* EVA Training, Stern Stewart.
* MBA Electives: Advanced Corporate Finance I & II, International Finance, Mergers, MBOs & Corporate Reorganisations, Modelling for Shareholder Value, Managing Corporate Turnarounds, World Economy.

*PROFESSIONAL AFFILIATIONS*

* Member, Institute of Mining, Materials and Metallurgy.
* Chartered Engineer.

EMPLOYMENT HISTORY

**2023 – Jan 2025 FRANCHISE BRANDS**

**CEO, Pirtek Europe**

*Leading a £20m EBITDA business across 8 European countries for an AIM-listed entity. Responsible for overall strategy, P&L management, and growth initiatives.*

* Spearheading business transformation and profitability optimization in a competitive European market.
* Driving initiatives that enhance the value proposition to customers and franchisees, leveraging operational efficiencies and market expansion.

**2017 – 2023 PIRTEK EUROPE**

**Managing Director, UK & Ireland**

*Led the turnaround of the UK and Irish business, driving growth and profitability for a PE-backed franchise network. Oversaw P&L for the business and worked closely with franchisees to rebuild the network and improve operations.*

* Delivered a successful turnaround strategy that resulted in over 50% of the group’s EBITDA, enabling a successful PE exit with a 4X return on investment.
* Negotiated and implemented new commercial arrangements with franchisees, generating immediate growth and laying the foundation for long-term value creation.
* Introduced ‘growth drivers’ that significantly boosted franchisee sales through improved engagement, customer contact strategies, and channel development.
* Navigated the business through the COVID-19 lockdown, driving a 2.5X ROI and doubling EBITDA despite challenging market conditions.

**2014 – 2017 BRAMMER GROUP**

**Managing Director, Europe & Middle East**

*Led a $60M regional business, overseeing procurement services and value-added distribution for major industrial clients.*

* Revitalized a mature business with a 24% revenue growth in 2015 through innovative growth drivers and a customer-focused approach.
* Spearheaded a profit improvement program that delivered a 120bps increase in gross margins and a 700bps improvement in contribution margin.
* Achieved 13.1% savings for clients through cost-reduction initiatives, while enhancing business profitability and client relationships.

**2013 – 2014 HARSCO METALS & MINERALS**

**VP, Business Development**

*Responsible for strategy development, portfolio management, and new product innovation within a $1.5bn global industrial solution provider.*

* Refined divisional strategy to optimize resource allocation, enhancing business development focus on profitable markets and sectors.
* Led the successful launch of a new agricultural products brand in the US, generating annual revenues of $20M.

**2008 – 2012 HARSCO METALS, UAE**

**Regional Managing Director, ME & Africa**

*Managed a rapidly growing $100M business unit in the Middle East and Africa, delivering industrial services and products to the mining and metals sectors.*

* Negotiated and implemented multi-million-dollar service contracts across multiple countries, driving new business and operational success.
* Successfully integrated Kaizen practices across diverse cultural environments, leading to cost reductions and enhanced customer satisfaction.

**2007 – 2008 MULTISERV GROUP PLC., UK**

**Director, Business Development**

* Led business development efforts to capitalize on changes in legislation, technology, and market consolidation in the metals and mining sectors.

**2003 – 2007 METSERV PTY LTD, Australia**

**General Manager & Director**

**1997 – 2003 HECKETT MULTISERV PLC, UK**

**Steel Services Development Manager**

**1992 – 1997 BRITISH STEEL, UK**

**Technical Development Engineer**

*ADDITIONAL INFORMATION*

* Date of Birth: 12 January 1970.
* Status: Married, One Child.
* Citizenship: UK.