



Clear **strategies** in dynamic markets
3D printing – LED Lighting - Batteries



Strong **financial** Management
IFRS 17 – Audit – SOX



Building high **growth** companies
10 times revenues in 3 years



Respected **influencer**
Invited Speaker – LinkedIn >12,000



Leading **innovation** from the front
Inventor named on 10 patents



Corporate **entrepreneur**
Growing Group businesses

WHAT OTHERS SAY

"High intellect, an enquiring mind, a bright personality and a strong but balanced desire to succeed."

Nick Faraway, VP & GM Cree Lighting EMEA

"A powerful character in the Boardroom." Ken Stevenson, Director, Rolls-Royce Civil Aerospace

"Incredible drive and intelligence." Georgina Watts, Assistant Director, UKTI

"... credit for the success of the Government's Automotive Strategy" Chris Henning, PA Consulting

WHAT I SAY

I love building things, first it was jigsaws and now it is businesses. My passion is for creating and delivering strategies that grow enterprises. I focus on leveraging core competencies and exploiting emerging opportunities faster than the competition to create leading market share. Having established and grown 3 high-tech businesses and assisted 9 international companies to setup and expand UK operations I have the experience and knowledge to quickly have a positive impact from an executive position.

I am a Chartered Engineer with a Diploma in Company Direction from the Institute of Directors; this formal learning is complemented by over a decade of executive and non-executive roles in dynamic high-tech companies. These roles have included leadership positions in technology start-ups through to listed global groups as well as consultative positions to the Board of blue-chip companies; I am therefore familiar with the cross-business challenges in developing and implementing strategic change within markets, corporates and start-ups.

One of my core abilities is to identify new technical and commercial opportunities and develop strategies that deliver robust and sustainable growth. The sectors I have strong experience in include 3D printing, automotive, electronics, aerospace and materials although I have found that I can quickly adapt to new markets and businesses. I am a strategic thinker with an ability to fully understand different businesses and can constructively challenge Boards to think differently and innovate from the top.

MY SKILLS

- Contemporary business leadership with a confident, clear and charismatic approach.
- Strategy development and implementation.
- Credible and experienced in the boardroom, on the factory floor and in the laboratory.
- 15 years of full P&L responsibility.
- Expert team and operations manager with management consulting experience.
- Proven ability to develop new markets and lead significant revenue growth.
- A strong problem solver with ability to rapidly generate new ideas and develop them into feasible business solutions.
- In-depth understanding of corporate innovation and its impacts on business.
- Broad and up-to-date understanding of engineering and manufacturing sectors.
- Strong knowledge of UK corporate governance with experience of NYSE governance.
- Can turn concepts into meaningful business propositions with attainable routes to market.
- Chartered Engineer (IET), Diploma in Directorship (IoD) and Diplomas in Business Advice & Mentoring (ILM).

MY KEY ACHIEVEMENTS

- Successfully diversified a Global business into a new sector, developing new IP and route to market.
- Turned around 3D printing business from £3.5m losses to £4m profit with x10 sales growth.
- Delivered a 5-year business plan in 4 years for voxeljet AG.
- Secured £550m of inward investment into the UK automotive companies.
- Established the international strategy for the UK Government's Automotive Investment Organisation.
- Raised >£5m of funding for technology development (equity investments & grants).
- Delivered a x5 ROI deal for investors on an LED start-up.
- Brokered 60 international technology transfer deals.
- Built successful business strategy for world leading sodium-ion battery technology company.
- Named inventor on 10 Patents.

MY EMPLOYMENT HISTORY

01/08/15 – Present

GLOBAL DIRECTOR OF POLYMER SINTERING

voxeljet Group

I am a Director for voxeljet Group which is a NASDAQ listed 3D printing company that manufactures large industrial 3D printers and provides manufacturing services using 3D printers. Previously responsible for the UK market where I grew the region from zero to the 3rd largest and most profitable globally. This was delivered through significant refocus of sales and manufacturing operations. In 2019 I was tasked to create a new global division for the Group (Polymer Sintering - HSS). I am responsible for the whole division from strategy to aftermarket and we are already delivering new technology platforms, routes to market and strategic partnerships. The division is set to deliver >30% growth to the Group and is helping to maintain the Groups share price. www.voxeljet.com

01/10/19 – Present

NON-EXECUTIVE DIRECTOR

Enable Manufacturing Ltd

Advise the Board of this exciting start-up on their strategy and commercial development. I have provided reassurance and clear direction during times of significant macro events which have rapidly changed the operating landscape for the business. This has resulted in sustained revenue and profits growth despite pandemics and wars. www.enable.parts

01/12/11 – 30/07/15

CHIEF EXECUTIVE OFFICER

Litecool Ltd

Litecool is an equity funded start-up developing technology for the LED lighting sector. Working with the founding investor I identified the key challenges in the LED lighting sector and built an expert team to develop technical solutions. Subsequently commercially analysed these technologies and developed the business to exploit them. Efficient management of the Litecool team, external contractors and universities has led to the generation of a suite of technology, patents and prototypes with considerable market appeal. The project was completed in Q2 2015 with a licensing offer received giving the investor x5 ROI.

20/10/08 – 30/09/13

CONSULTANT/DIRECTOR

Tech Advise Ltd

Completed a variety of different consultancy roles and projects which included:

AUTOMOTIVE INVESTMENT/SECTOR SPECIALIST for PA Consulting

16/09/11 – 30/09/13

The principle technical lead on a Government contract to delivery direct foreign investment from large multi-national organisations. Working with the Boards of large automotive companies to help them understand the technology landscape in the UK and opportunities to exploit it through direct investment. Exceeded targets by delivering 8 investments worth over £550m and developed the international strategy for the Government's Automotive Investment Organisation.

NON-EXECUTIVE DIRECTOR/CTO for Technology 18 Ltd

01/01/09 – 30/09/13

As Non-Exec CTO my role was identify new technical opportunities and develop strategies for exploitation. The company successfully developed and licensed two new material technology platforms in the automotive sector.

STRATEGY DEVELOPMENT OFFICER for Faradion Ltd

15/11/10 – 30/09/11

Identified market opportunities for new battery technology and subsequently developed business plan and investment proposition which resulted in a £750k seed investment. Brokered strategic R&D partnerships that have led to significant commercial contracts and trade investment for the company. www.faradion.co.uk

TRANSPORT INNOVATION CONSULTANT for Loughborough University

23/03/09 – 28/10/11

Worked directly with the board of automotive and aerospace engineering companies to improve the success of their innovation and business strategy. Helped to reduce risk, improve profitability and reduce time to market for new concepts. www.eminnovation.org.uk

BUSINESS MANAGER – MOTORSPORT for Pera

20/10/08 – 20/03/09

Manager of a team of consultants responsible for delivering business support services to companies developing new products and technologies in the motorsport sector. Our core activity involved identifying short, medium and long term strategies for innovation/product development. www.pera.com

19/03/07 – 17/10/08

GENERAL MANAGER

IMPT Ltd

IMPT is a specialist ceramic coating technology company for the aerospace and medical sectors. Prime responsibility was creating shareholders value through expanding the sales pipeline and provision of the highest level of technical expertise in the sector. I achieved this and the company valuation increased by 400% due to opening up 4 new markets and 20+ customers. Developed of the company's business plan and operational strategy and took on the management of R&D projects both in-house and in collaboration with universities.

06/06/05 – 15/03/07

TECHNOLOGY ANALYST

Pera

Responsible for the Performance Engineering & Materials (PEM) sector this role involved identifying and brokering international technology transfer opportunities – exceeded targets by brokering 30 deals in 2006. Acting as the hub between 7 overseas posts and UK Industry required the maintenance of extensive networks and a comprehensive understanding of the latest technologies. Being able to identify new technology opportunities was a key skill for this role and communicating these to both UK and overseas organisations was essential. I also wrote and contributed to several Government reports and was recognised as being able to spot converging technology opportunities. www.pera.com

01/08/03 – 03/06/05

CONCEPT ENGINEER

Industrial Automation Ltd

A diverse hands-on role from developing bespoke automated manufacturing solutions in the automotive supply chain to managing the marketing and R&D for the company. Worked with the Board to develop a new product strategy including marketing, R&D, benchmarking and product range. Subsequently managed a £1m R&D fund for the company.

07/10/02-04/06/03

PROCESS IMPROVEMENT ENGINEER

Metzeler APS

An 8 month project: On completion had reduced the process time of their rubber mixing plant by 12%, saving in excess of £1M per year. Ensured parts and processes met automotive quality and waste standards. www.metzeler-profiles.com

07/00 – 07/01

PROJECT ENGINEER

Autoliv Ltd

1 year university placement: Design, development, testing, evaluation and transfer to manufacture of the side airbags for the BMW Mini. Involved in the setup of manufacturing line. Completion of a ground breaking R&D project for new airbag materials resulting in US & GB patents, and a saving of 52p per airbag. www.autoliv.com

MY EDUCATION & QUALIFICATIONS

Chartered Engineer with the Institute of Engineering and Technology

Diploma in Directorship and **Certified Director** with the Institute of Directors (Distinction)

Level 5 **Diploma in Business Advice** from the Institute of Leadership Management

Level 5 **Diploma in Business Mentoring** from the Institute of Leadership Management

Diploma in Industrial Studies from Loughborough University

LOUGHBOROUGH UNIVERSITY, 1998-2002:

BEng (Hons) Product Design and Manufacture, 2:1, accredited by ImechE and IET. A manufacturing engineering degree which developed my knowledge of engineering, materials, processes and management, giving a broad and solid platform from which to build my career in high tech manufacturing.

BLOXHAM SCHOOL, 1993-1998 4 A-Levels and 10 GCSEs

MY OTHER ACHIEVEMENTS

- Named inventor on 10 patents
- Kayaking: former British, European and World Freestyle Kayak Champion with 10 years on the GB team
- Nominated for Nottinghamshire Sportsperson of the Year 2009.
- Expeditions: completed kayaking and trekking expeditions to Alaska, Uganda, Canada, Argentina and Nepal.
- Former ambassador and event speaker for kayaking and extreme sports.
- Oxford Trust Award for Innovation.

References:

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