

COLIN J SYKES (MBA, ACA, CA, BCOMPT)

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SENIOR BUSINESS EXECUTIVE

A shrewd, industrious, exceedingly resourceful and results driven business professional who demonstrates an extensive portfolio of successful leadership experience. Adept at strategy development and critical decision making in favourable, challenging and diverse environments. Confident and versatile with far-reaching knowledge of commercial, operating and finance disciplines in industry. Outstanding communicator delivering first class business relationships and offering high-caliber presentation, negotiation and closing skills.

Now seeking a role where the combination of experience, energy and ambition can be fully exploited with an organisation requiring loyalty, discretion, ideas, leadership and dynamism.

CORE COMPETENCIES AND EXPERTISE

- P&L Management, Budgeting & Forecasting
- Streamlining Operations & Margin Improvement
- Cost Control & Profit Optimization
- Strategic Partnerships & Joint Ventures/Alliances
- Mergers and Acquisitions
- Debt Financing & Capital Funding
- Strategic Business Planning
- Product Planning, Pricing and Channel Strategies
- Product Development & Cycle Time Optimization
- Organizational Design & Performance Enhancement
- Technology Evaluation, Introduction & Launches
- Business Exits, IPO, Reorganisations

Brings personal poise and self-confidence to teams, gaining the trust and loyalty of others. Is proactive in implementing excellent leadership standards and core principles, to bring about necessary change and the introduction of new working practices and protocols. Inspires teams to create innovative solutions, fostering a good work ethic and morale across any range of personalities and skill levels.

PROFESSIONAL EXPERIENCE

Fairline – United Kingdom

June 2013 – August 2015

Chief Executive Officer

Reported to the chairman: Invited by private equity owner to join as CFO to contribute to the ongoing turnaround of this £ 80 million well-known reputable British brand. After twelve months, was asked to become CEO. Remit was to transform the situation on an inflated cost base, inventory management, inflexible multi-site operations, weak processes, dealer relationships, pricing and channel strategies.

Key accomplishments include:

- Oversaw the manufacturing efficiency improvements to achieve £ 3 million in annual cost reduction.
- Secured further operating efficiencies and annual cost reductions of some £ 10 million.
- Tight cash management secured a 50% or £ 6 million improvement in working capital utilization.
- Raised £ 10 million in turnaround funding to improve operations and restructure the business.
- Reduced situation of significant losses > £ 15 million p.a. to achieve break even in Q1, 2015.

B3 Cable Solutions – United Kingdom and Spain**October 2011 – March 2013**

Chief Restructuring Officer/Chief Executive Officer

Reported to the Chairman: Initially invited as CEO to lead the Management Buy Out of this £ 350 million manufacturer of high definition cable to major telecommunications and high speed rail operators across Europe. Identified a number of significant shortcomings within this business in the first few weeks so was instead asked by the bank to develop and implement a corporate turnaround plan to safeguard their £ 46 million exposure.

Key accomplishments include:

- Enhanced multi-site operational efficiencies and reduced overhead costs by £ 10 million or 25%.
- Successfully raised £ 5 million turnaround funding, avoiding the business folding, recovering all of the bank's exposure plus execution costs, avoiding a loss of £ 20 million initially advised to the bank.
- Managed major labour strikes in Spain securing business continuity and fulfilling customer orders.
- Secured new business ownerships saving hundreds of jobs and cultivating long term prospects.

GB Auto – Middle East and North Africa**March 2008 – September 2011**

Chief Financial Officer

Reported to the majority owner and CEO of this US\$ 2 billion publicly listed company to provide dynamic global leadership in support of the company's economic initiatives and operations. Invited at IPO to support the CEO on geographical expansions, competitive acquisitions and diversification and lead a change management programme to enable high growth in this multi-site automotive, manufacturing and FMCG business.

Key accomplishments include:

- With the CEO developed and implemented a plan that more than doubled sales to US\$ 1.8 billion p.a. and profitability ahead of the curve while at the same time navigating through the financial crisis.
- In deals totaling more than \$ 200 million, negotiated strategic alliances and initiated creation of new businesses to achieve profitable growth.
- Closed US\$ 600 million funding for working capital, acquisitions and expansion initiatives.
- Led company-wide change management requiring extensive systems design and ERP implementation.

Lecico Ceramics – Middle East, France and United Kingdom**December 2005 – March 2008**

Chief Financial Officer

Reported to the CEO of this € 200 million manufacturer of bathroom and kitchen products under both its own brand and market leading European brands. Invited to return to the business following IPO. Previously led in negotiating and integrating an international JV for this business with the € 1 billion European industry leader.

Key accomplishments include:

- Established commercial operations in a number of international markets to add € 60 million in sales.
- Implemented a product costing and benchmarking system adding 3% to the bottom line.
- Raised international funding for significant manufacturing expansions, € 50 million in total.
- Developed multi-site IT infrastructure to improve reporting of critical business information and performance data on cost control, service levels and sales pricing models.

EARLIER CAREER APPOINTMENTS

Tellermate (UK, USA, France, Japan)	Group Finance Director	Mar 2001 – Dec 2005
Lecico Ceramics (Egypt, France, UK)	Chief Financial Officer	Aug 1993 – Mar 2001
Gargour (Middle East, Europe, USA)	Group Financial Controller	Jan 1989 – Aug 1993
BDO (United Kingdom)	Supervisor to Senior Manager	Jan 1985 – Dec 1988
BDO (South Africa)	Trainee to Audit Senior	Jan 1979 – Dec 1984

EDUCATION

Master in Business Administration , Fuqua School of Business, Duke University, USA	-	Nov 1999
Bachelor in Accounting Sciences (with Honours) , University of South Africa	-	Dec 1983

MEMBERSHIP OF PROFESSIONAL BODIES

Institute for Turnaround , United Kingdom	-	Jun 2013
Institute of Chartered Accountants , (England & Wales)	-	Oct 2010
Institute of Directors , United Kingdom	-	July 2002
Institute of Chartered Accountants , (South Africa)	-	May 1984