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| **Contact** | Mobile: +44 (0) 7881 363599 Email: davidxrobbins@gmail.com  |
| **Location** | Bell Farm, 21 Bluebell Lane, Tytherington, Cheshire, SK10 2JL |
| **LinkedIn** | <https://www.linkedin.com/in/davidxrobbins/>  |

***A confident, innovative and commercially-driven Finance and Programme Director*** *with over 25 years’ experience across B2B, B2C, financial, health, retail, public, consulting, manufacturing, SMEs & global corporate markets.*

***‘Hands-on’ as a Programme Director, Qualified Accountant and Member of The Institute For Turnaround,*** *with a financial & operational background, able to undertake in-depth business analysis & translate financial data into meaningful business commentary.*

***Collaborative approach to successful transformational leadership****, working with business stakeholders at C-level / Board & 3rd parties, delivering ‘fit for purpose’ assessments, processes and operational change.*

***Able to translate business requirements into tangible,*** *realistic programme deliverables and outcomes.*

***Experience of driving change management****, complex business transformation, service transition, project strategies, regulatory compliance, revenue growth, solutions deployment & full business benefits realisation.*

**Key skills & business capabilities**

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| Turnaround & Transformation Programme Leadership | Business Planning & Strategy Development |
| Change Management & Business Transformation | Budget Management and Financial Control, P&L |
| Project, Programme and Portfolio Management | Mergers & Acquisitions, Post-Merger Integration |
| Programme Governance, Controls & Reporting | Due Diligence and Vendor Due Diligence |
| Business Process Re-engineering & Optimisation | Financial & Operational Reporting Improvement |
| Risk Management and Risk Mitigation | Business Analysis and Process Improvement |
| Troubleshooting and Problem-Solving Skills | Financial & Operational Performance and KPIs |
| Stakeholder Management and Engagement | Team Leadership, Management and Motivation |
| Systems Implementation | Excellent Communication and Presentation Skills |

**Career to date**

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| **Aug 2012 to Present** | **DIRECTOR, IC Cubed (UK) Ltd** |
| ***Responsible for the provision of client-facing consultancy and interim management services*** * Established consultancy to undertake client projects covering financial and operational transformation
* Focused on effective delivery of consulting and interim management services, securing and maintaining key client relationships
* Collaborative engagement with senior-level management, senior executives and key stakeholders
* End-to-end programme and project leadership, including project planning, scope & implementation

***Example achievements with private sector clients, selected projects and business outcomes include:******PROJECT: Genesee & Wyoming (Brookfield Private Equity) – Finance Transformation**** Designed programme of work and agreed PID with key stakeholders
* Designed and delivered a new SSC R2R finance operating model **realising 40% headcount and financial savings**
* Designed and implemented new 13 week cashflow forecasting model to enable effective **Working Capital Management**
* Delivered improvements to financial controls
* Improved month end close process from 5 days to 3 days
* Resolved a complex inventory issue following unstructured systems implementation

***PROJECT: Brammer, Buck & Hickman (Advent Private Equity) – Finance Transformation**** Designed programme of work and agreed PID with key stakeholders from PE House, Group and Local management
* Weekly reporting to group to highlight risks, assumptions, issues and dependencies moving to by-weekly reporting as project progressed
* Designed and delivered a new finance operating model **realising significant headcount and financial savings**
* Delivered improvements to financial & operational controls to prepare company for sale or listing
* Significantly improved R2R process and outline preparation of new BI solution implementation plan
* Resolved a complex inventory, CoGS & P2P process issue across multiple ERP systems
* Finance lead on ERP system switch from Kerridge Rev 7 to K8
* Improved the relationship between business and finance through better use of business partners

***PROJECT: Deutsche Bank – Finance Transformation**** Full remit for leadership & management of a highly-skilled team to develop new financial processes & implementation of revised target operating model
* Developed and agreed PID & Governance arrangements with key stakeholders
* Managed and maintained RAID and provided verbal and written updates to project committee
* Led implementation of processes for transactional processing, financial management & R2R process

***PROJECT: BP Group – Finance Transformation**** Working with Chaucer Consulting to successfully develop a Europe-wide transformation programme & establish an effective PMO, **achieving savings of £89m**
* SME role with Finance, reviewing CoA and identifying process issues within R2R & P2P processes relating to SAP rollout

***PROJECT: BP Group – Risk Management**** Working with the Direct Automotive European team to establish and implement robust risk management as part of the Governance of a major programme of work.
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| ***Example achievements with public sector clients, selected projects and business outcomes include:******PROJECT: Bridgewater Community Healthcare NHS Foundation Trust – Turnaround**** Responsible for management and delivery of a rapid turnaround of a contract for Prison Services
* Created and agreed PID with key stakeholders from Bridgewater, GMMH, Prison Management, CQC and NHS England
* Implemented daily huddles to go through progress with team
* Weekly meetings with key stakeholders to go through RAID log and to gain cross stakeholder buy in
* Successfully stabilised services in 4mths, ending Care Quality Commission involvement after 5mths
* Demonstrated 40% funding deficiencies to NHSE, successfully obtaining additional recurrent income

***PROJECT: Health & Social Services Department States of Jersey – Cost Reduction**** Full remit for effective review & delivery of the Safely Reducing Costs Programme for States of Jersey
* Collaborative stakeholder engagement to identify and agree opportunities for significant cost savings
* Realised **cost savings of £12.4m+** across acute, community, ambulance and social service areas

***PROJECT: Bridgewater Community Healthcare NHS Foundation Trust – Due Diligence & Post Merger Integration Planning**** Full remit for financial, operational and clinical due diligence & planning on a post-merger integration
* Leadership of core teams to deliver due diligence on potential £100m+ contract & services acquisition
* Spearheaded development of a strategic long-term financial model, overseeing bid writing processes
* Achieved successful bid and led development of post-merger financial & operational integration plan including PID and Governance Arrangements
* Implemented daily huddles to go through workstream RAID’s and identify if anything needed escalating to steering committee. Key workstreams: People/HR; IM&T; Finance; Estates; Back Office Rationalisation; Contracts; Day 1 & Comms & Engagement
* Provided written and verbal updates to steering committee
* Collaborated with key stakeholders, Trust Directors, Liverpool City Council, 3 Acute Providers and General Practice Provider Organisation

***PROJECT: Interim Cost Improvement Programme Director & Back Office Rationalisation Lead, Alder Hey Children's Hospital NHS Foundation Trust*** * Responsible for transforming the Trust’s CIP from a ‘divisional approach’ to a more efficient model
* Established a **Strategic Cost Improvement Programme** model, securing clinical buy-in to key projects
* Close collaboration with key executive sponsors to ensure programme responsibilities were achieved
* Led an in-depth review of business services - Finance, HR, Governance, Quality and Compliance
* Identified areas for improvement and led feedback to services to guarantee ‘fit for purpose’ delivery
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| **Apr 2010 to Jun 2012** | **CONSULTING & COMMERICAL DIRECTOR, Lightfoot Solutions Ltd (Private Investor Backed)** |
| ***Responsible for commercial leadership, driving performance improvement / business transformation*** * Appointed to effectively lead transition from a predominantly software business into a SaaS business and to manage all commercial agreements and activities
* Close collaboration with the Managing Director and key stakeholders to develop & re-brand business
* Introduced & established consultancy services within the business to enhance sales of software
* Recruitment & continuous development of the consulting & commercial teams
* Pioneered the strategic build & successful development of the organisation’s complete SaaS offering
* Led new business development activity within Health, Pharma, Telco, Utilities and Financial Services

***Example achievements, selected projects and business outcomes include:*** ***PROJECT: East of England Ambulance Trust – Financial & Operational Review**** Led complete financial & operational efficiency review to formulate a strategic business assessment
* Conducted an in-depth review to effectively **identify financial impact** of current & future performance

***PROJECT: GSK – P2P Review**** Delivered a global project to identify & **deliver £19m+** **savings** within a year, from laboratory supplies
* Led effective review of Procure to Pay (P2P) process & successfully exceeded savings target by 26%

***PROJECT: International Atomic Agency & Nuclearelectirca (Romania) – Risk Management**** Provided advice and guidance for the successful development of a risk management framework and associated processes

***PROJECT: Novartis – Supply Chain Review**** Identification of supply chain process inefficiencies and creation of an improvement plan
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| **Dec 2002 to Mar 2010** | **FULL EQUITY PARTNER, Baker Tilly (now RSM)** |
| ***Responsible for leadership and development of consulting and risk management practices in the UK**** Recruited to start and lead consulting practice in the UK
* Member of International Management Group for Risk and Consulting Services
* Recruitment, management & development of a multi-disciplined team, setting clear objectives & goals
* Won significant new clients for the firm in the UK and across EMEA including Tyco/ADT, Royal Mail, Hanson Plc, Amarin Corporation, Moog Industries, Sun Microsystems, Allied Healthcare and BT Group
* Advised clients on all aspects of finance function transformation and trusted advisor to CFO’s
* Delivered multiple international presentations and had articles published covering financial control / management and risk management

***Key achievements, selected projects and business outcomes include:**** Tyco/ADT, designed, managed and delivered SOX readiness programme and implemented key improvements to R2R, P2P & O2C processes across 13 countries and 40 locations; developed and delivered post-merger integration planning for new acquisitions; delivered financial process improvement projects
* Sterling Relocation, **Turnaround** and improvement programme on behalf of investor banks
* Dorma, design and management of the ‘from good to excellent’ transformation programme
* BT Group plc, successfully achieved the rescue and transformation of a failing £180m programme
* Aga Rangemaster, engaged by the Board to improve reporting by selecting and implementing a new business intelligence system – Board MIT
* Business & financial plan creation for Trof (bars in Manchester) in preparation for expansion
* Provided programme leadership on SOX readiness assignments at Hanson Plc, Moog Inc, Sun Microsystems – EMEA & Japan, Allied Healthcare, Amarin Corporation and many others
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| **Jan 1995 to Nov 2002** | **SENIOR MANAGER, Ernst & Young** |
| ***Responsible for the North region process & analytics and Assuranceplus teams**** Led the North regions audit practice process & analytics team
* Developed assuranceplus offering, P2P, O2C R2R, Shared Service Implementation and Optimisation. Successfully rolled-out services across the North region, securing work from existing and new clients
* Seconded as **FD** to a key client (Earle M Jorgensen), managing the successful business sale process
* Seconded as **FD** to establish the finance function for internet start-up (Pharmacy2u) and to develop financial & fundraising plans to attract initial private equity investment
* Seconded as **FD** to a client (Morgan Machine Knife) to stabilise the business & **manage cash position**
* Process and controls review for Butterley Engineering, focus on WIP valuation and cost to complete reviews for long term bridge build contacts
* Process and controls review for Watkin Jones House Builders **to identify cost efficiencies**
* Financial model review for BNFL long term decommissioning model
* Financial and operational review **to identify areas for improvement** for Bombardier Transportation
* Financial review for American Golf Discount Centres to **identify cash flow improvement** opportunities
* Vendor Due Diligence CDW Ltd for Latium Group to prepare company for sale
* Collaborative role with audit, finance & business restructuring team on de-merger of Northern Foods
* Major audit clients included: Asda, Hallmark Cards, Mr Minit, Aurora, Heywood Williams, Royal Mail, Carclo Plc & Jersey Post
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**Early career details include**

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| **Pre-1995** | **Finance Director -**post-merger integration of Artemis Equipment, implement ERP system and asset management system, managed asset disposal programme to pay for acquisition | Dawsongroup plc – FLT Division,  |
|  | **Financial Controller** –Preparation and presentation of monthly management accounts, liaison with auditors for year-end accounts, creation of internal SSC covering P2P and O2C, managed system transfer, DD for overseas acquisitions, revision of standard costs across business | Polypipe plc – Derwent MacDee |
|  | **Commodity Trading Accountant** – Preparation of monthly management accounts, year-end accounts, implementation of new financial reporting system and management of forex exposure. | Wm Gleadell & Sons Ltd |
|  | **Management & Financial Accountant –** Monthly management accounts, year-end accounts and business partner for Norgren. | IMI plc  |
|  | **Financial Accountant** | Norcross Plc - Crosby Kitchens |
|  | **Management Accountant** | TC Harrisons Ltd |

**Education & qualifications**

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| **Chartered Institute of Management Accountants** | ACMA Qualified |
| **CGMA** | Chartered Global Management Accountant  |
| **Sheffield Hallam University** | Post Graduate Diploma, Business Administration |
| **The Institute For Turnaround** | Accredited Member |
| **Common Purpose Leadership Programme** | Graduate |

**Additional information**

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| **UK Citizen** Excellent referencesavailable  | **Interests include:** travel, water sports, cycling, snowboarding, spending time with family |
| **Previous NED Position –** Action Housing |  |