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| **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. | |
| ***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 | |
| **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 | |

**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 |  |