

Garry Smith

Chief Executive

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PROFILE SUMMARY

Highly motivated, visionary and flexible chief executive with a comprehensive managerial background encompassing senior level national and international experience. Strategic vision, with proven ability to plan and implement new business developments. Collaborative approach, strong leader, good interpersonal skills. Ability to engage, motivate, influence and lead others. Strongly focused, with an ability to deliver demanding projects on time and within budget. Quick to identify and resolve business critical issues, and with a history of handling change empathetically.

Now looking forward to making a significant contribution in an ambitious and exciting company with an executive management position at home or globally

PROFESSIONAL SKILLS

- New Business development
- Sales and Marketing
- Project management
- Change management
- Purchasing

SIGNIFICANT ACHIEVEMENTS

- Managed implementation of £250M project, to review and redesign automated order processing systems, producing savings of £50m in first year.
- Managed the resultant change and downsizing programme.
- Planned and launched rollout to 5 countries in 6 years increasing revenues by 20%.
- Managed marketing campaign in home market, increasing demand by 10%
- Produced savings of 15% by reviewing and implementing new purchasing strategy

PROFESSIONAL EXPERIENCE

ABC Ltd

Chief executive

2012 to present

Key responsibilities include developing new strategies to increase and consolidate market share for this emerging online service provider in London's technology quarter. Consistently achieved 10% year on year growth.

123 LTD Marketing Director

2009 -2012

Leading and managing a team of marketing specialists to develop an online retailer based in the UK but with a rapidly growing global operation. Achieved 15% growth in 2011 while maintaining a customer service rating of 95%, a 10% improvement on the previous year.

ZYZ ltd Sales manager

2006 -2009

Managing a professional team of salespeople selling services B2B, designing bespoke solutions for clients. Consistently achieved an average of 12 % sales increases, whilst increasing customer satisfaction by 5%.

CERTIFICATIONS

MBA

BA in Management studies

Accredited member of Institute of Purchasing

LANGUAGES

English and Spanish

AFFILIATIONS

CBI

Fellow of Institute of Marketing

OTHER INFORMATION

Golfer, keen follower of motor racing and football.

References available on request