

## **Distribution Director - FMCG Retail**

### **Ability to integrate into the client company**

Engaged to define a new pan-European distribution solution for a global sporting goods manufacturer moving from a distributorship to wholly owned national entity model. He quickly established himself as a key member of the core team securing active co-operation from all his colleagues.

### **Impact on the business / bottom line**

The company was able to move seamlessly to the new model safeguarding existing customer service, managing increased volumes and improving balanced product distribution across Europe.

### **Overall contribution / achievement of objectives**

Key member of the steering committee contributing to all aspects of strategy development for warehousing processes, organisation and with specific responsibility for warehouse management systems. The new centralised facility was operational within 15 months.

### **Working style**

had to operate throughout the company working with staffs in all the existing distributorships as well as the new central European team which was being established concurrently. His cross cultural experience and sensitivity were of especial value in establishing international collaborative relationships.

### **Leadership / people management skills**

Able to use his linguistic skills to shape teams in both the Netherlands and Belgium. In an innovative approach to team building and development he was an enthusiastic facilitator of the learning organisation.

### **Any other comments about the interim manager**

His contribution was instrumental in the project receiving the company global leadership award.

Distribution Director FMCG Retail – c4m