

Case Study 5 Sector: FMCG Role: Head of Operations & Logistics Europe

Ability to integrate into the client company

The Executive was invited to join the Group which primarily traded in Sugar and Coffee to run its German operation which was in need of transformation. He had worked with a partner company Lyons Tetley for some years and the client wishes to transform its companies in a similar way to that which it had witnessed in the UK. Having completely realigned and refocused the German business to be agile and customer focused rather than production led the continued this work in 6 countries and 9 manufacturing units. This focused primarily on Supply chain & Logistics

Impact on the business / bottom line

Stock was reduced by some 36% across Europe saving £250k whilst OTIF was improved from 80+% o over 95%. Savings of over £1m against budget by changes in working practices and full analyses.

Overall contribution / achievement of objectives

The Executive was able to exit the company and with a positive benchmark for the rest of the clients companies across Europe able to transfer the skills learnt across six countries and 9 manufacturing units. Ensured the agility of the Belgian business to such an extent making it wholly responsive to customer needs ensuring new business of £2m could be achieved through a wholly supply chain offering

Working style

Sensitive to different cultures whilst ensuring that the job was done in an efficient and professional manner.

Leadership / people management skills

Seen as the MD's man and a spy but was respected and welcomed on a personal level as one of high integrity and professionalism.

Any other comments about the interim manager

Has since been invited to work with the group on a number of occasions as a consultant despite some changes in ownership.

Interim Global Coffee and Confectionery Group. Please see written references.