

Managing Director (Global EPC Energy Company)



Ability to integrate into the company

Situation: The company was anxious to acquire a business in the oil services sector.

Action: Surveyed the market and networked with associates to find attractive targets with activities that could provide a profitable related business and synergy with the core business of the group and additional income.

Impact on the business / bottom line

Successfully negotiated with a venture capital investor to buy and Aberdeen based supply and logistic business for £1.00 and the assumption of the companies debt and liabilities. The companies' world wide revenue serviced the debt and when additional revenue and cash flow was provided through activities gained from the synergy after acquisition, the company immediately turned a profit and, subsequently, provided a platform to secure new business opportunities for both companies

Overall contribution / achievement of objectives

By acquiring a logistics and supply services business, and integrating it in to the activities of the main core business of the company, I was able to increase international revenue twofold.

Working style

Learning that success is never driven just by one thing, but, instead, by many things was an important factor in our acquisition strategy. Charles had us see the little things that seemed insignificant which could create some very significant results. At first invisible to us (the intangibles), they ended up creating the success (the tangibles) in integrating the acquisition to our main business.

Leadership / people management skills

Charles was adept at working at a very senior level with highly networked individuals, including Government and related organisations. And, because he was practised in negotiations and risk assessment and risk mitigation, the downside exposure in the acquisition was limited.

Any other comments about the executive

Defining the right measurements in the first place drove a more productive follow-up in the negotiations, and this became one of his most important contributions.

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