

### ***Managing Director – Family Owned SME***

Recently acquired by a corporation from the family founders, this washroom equipment manufacturing company had total sales of £2.7m and an EBIT of £216k. Brought in as Managing Director to integrate the company into the corporation, develop sales organically and improve EBIT.

### ***Ability to Integrate into Client Company***

Having been in family ownership for over 30 years, working relationships had been established and several employees had longevity of service. Using natural instinct of communication developed the confidence of employees, customers and suppliers through regular management meetings, involving staff and suppliers with developments. Through personal gravitas successfully introduced and integrated staff into the corporate environment.

### ***Impact on Business***

Developed new export markets and introduced new product ranges. Through succinct communications and establishing targets, enabled management team to understand KPI's giving the management team guidance to achieve success within the corporate structure. Introduced and effectively achieved lean technique environment with a continuous improvement culture, increasing stock turns from 12 to 35 pa, reducing lead-times from 8 weeks to 5 days and improving overall efficiencies from £22.5k sales/employee to £67.5k sales/employee

### ***Achievement of Objectives***

In 4 years sales were increased by £3.30m, EBIT was increased by £1.10m. Productivity improvements reduced headcount from 118 to 89, whilst still achieving an increased sales output. Robustly supported UK sales and increased export sales by £1.7m

### ***Working Style***

Pragmatic, straight-talking, engaging at all levels to energetically motivating the business to achieve success and targets

***“there is no 'smoke and mirrors' or 'psycho-babble' - just results” Anda Team Manager***

*Managing Director – Family Owned SME b1b*