

Colin Whitehead BSc CEng MIET MIIM

Tel - 07767 247421 Location - West Sussex

cbw@certusmgt.co.uk

www.certusmgt.co.uk



Profile- May 2009

Interim Managing Director/General Manager delivering business improvement and change to high tech engineering, manufacturing and service businesses.

Completed ten interim assignments since 2002 delivering combined savings of over £5m p.a. Three post-acquisition assignments and six with major international groups.

Track record of leading strategic review and change, mergers, re-organisation and moves. As an Interim, completed seven management re-organisations, seven operational moves and recruited five new business leaders.

Over 20 years international management experience of sales and marketing, operations, projects, technical support and customer service teams. Managing Director of Trend Controls Ltd (300 people) 1996-98 and then Roxspur plc (600 people) 1998-2001.

A Chartered Electrical Engineer with extensive experience in the distribution, installation and support of computerised process control, telecommunications, robotics and surveillance systems in production, utilities, building, defence and security applications.

Member of the Interim Management Association-Institute and the Institute of Interim Management. MOD Security Cleared 2007.

Interim Management Experience - Highlights

2008/09 Interim Director of TV Broadcast Camera Robotics division of a UK Plc. Led existing team to achieve 35% sales growth. Recruited new management team.

2007 Interim Customer Services Director for major UK defence company, exceeding full year profit target by 25%, Part of a Supply Chain project team saving £1.5m p.a.

2007 Led a re-organisation for the same company, implementing a site move in 3 mths and saving over £2m p.a. Transferred part of the business to another division.

2006 As M.D. integrated recently acquired CCTV company into a business saving £250k p.a.

2005 Merged three industrial printing companies to save £240k p.a.

2004 As post acquisition M.D. rationalised an industrial ultrasonics cleaner manufacturer which led to £750k p.a. savings, still ensuring all deliveries met incl. \$1m project to Thailand on time.

2003/04 Restructured a £7m industrial resistor business saving £500k p.a.

2002 Re-organised a £7m safety and security alarm manufacturer into two businesses, merging one with another group company in 6 mths delivering £650k p.a. savings