

Tom Mawhood

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- **An experienced CEO / Business Manager with a proven track record of success within B2B, B2C, retail, manufacturing, professional sport, property, private equity, consultancy, SME & commercial markets.**
- **Strong business operational leadership and strategic-level business development management experience.**
- **Results orientated and profitability-focused, with business restructuring and business transformation skills.**
- **Experience of change management, strategy definition, B2B appliances, supply-chain partners, retail channels, eCommerce, VC / private equity stakeholders, manufacturing, distribution, financial management, cash-flow planning, cost-reduction, revenue growth & profitability initiatives within leading-edge environments.**

Professional Experience

INTERIM MANAGER / CONSULTANT: Turning Point UK Ltd

Jan 2006 to Date

Responsible for the provision of interim management, business turnaround leadership, management consultancy and support services, working with a portfolio of customers on an assignment basis

- Appointed to provide strategic and operational support, including advising on business growth strategies
- Focused on conducting in-depth market analysis, reviewing opportunities for revenue and profit growth
- Negotiated assignment / project terms-of-reference with client senior-level business management teams
- Recruited to organise and manage a Venture Capital Programme on behalf of High Net Worth Individuals
- Identified and prepared businesses for pitch to Investors – initial investments now in Due Diligence
- Various specific assignments between January 2006 to present

MANAGING PARTNER: FHP City Living (Fisher Hargeaves Proctor)

Jul 2007 to Sep 2008

- Responsible for P&L business management of a niche non-core business, with turnover of £1m+ p.a.
- Appointed to work with a portfolio of clients, including executive management on behalf of equity partners
- Focused on effective control of a growing business, dominating 3 key geographical locations in the UK
- Undertook day-to-day operational management and control of the business, working with key partners
- Successfully managed the business acquisition and integration of a competitor, including relocation
- Led sourcing and implementation of new software systems, achieving 100%+ buy-in from equity partners
- Managed development of detailed financial budgeting models, incorporating revised staff rewards scheme

CHIEF EXECUTIVE: Nottingham Rugby Club

Jan 2006 to Dec 2006

- Responsible for all aspects of strategic management & operational control of a professional rugby club
- Appointed to effectively manage the relocation of a rugby club operation, playing in National Division One
- Focused on definition of business strategies, budgets & structures, supporting promotion to Premiership
- Successfully delivered enhanced commercial revenues, boosting attendances and increase profitability
- Championed professional match play on a ground share basis scheme at Meadow Lane (Notts County)
- Headed-up the most successful sponsorship drive in club history, raising over £250k+ for season 06/07
- Successfully delivered a relocation programme, completed with new facilities in place for the new season
- Established a retail 'club shop' outlet, taking turnover from £5k to £50k+, in addition to a website portal

MANAGING DIRECTOR: Belvoir Designs Ltd

Apr 2003 to Dec 2005

- Responsible for P&L management of a start-up supplier to Laura Ashley, including sales development
- Appointed to business start-up role, including financial forecasting to secure bank and venture capital
- Focused on set-up of factory operations, including lease negotiations, design, layout & infrastructure
- Led introduction of Mulberry own branded products for distribution through retailers, including Harrods
- Successfully led introduction & development of key customer & supply relationships with Laura Ashley

Professional Experience (continued)

MANAGING DIRECTOR: Corinth Designs Ltd / Christie Tyler plc

Sep 1996 to Feb 2003

- Responsible for profit & loss business management, delivering a unique brand within the group portfolio
- Appointed as MD to develop a strategy for 3 separate business units, working with key account clients
- Focused on leading factory migration from Halesowen to Castle Donington, appointing new management
- Worked closely with major retailers & key account clients, including DFS, House of Fraser & Laura Ashley
- Led turnaround of a £1.5m+ long-term loss, generating profit of £381k+ on £7.5m turnover by FY2002
- Defined a strategy for the merger and integration of 3 separate operations, retaining core profitable lines
- Successfully achieved 'Investors-in-People' accreditation in 2000, supporting long-term expansion plans

GENERAL MANAGER: Welbeck House Ltd / Wade Furniture Group

Nov 1990 to Aug 1996

- Responsible for all aspects of P&L general business management, including cost-reduction initiatives
- Appointed to restore Welbeck House to profitability, including the introduction of new working practices
- Focused on the introduction and design of IT-based systems, deployed on an enterprise-wide basis
- Established new work place units, incorporating methods including MRP, JIT & TQM best practices
- Successfully re-organised distribution operations, resulting in a major £100m+ annual transport saving

Early Career Includes:

- Assistant to the MD / Group Project Manager – Wade Furniture Group
- Operations Manager – Europower Daybrook
- Trainee Accountant – Spicer & Oppenheim
- Industrial Placements – Stage Furniture Group plc

Key Skills, Business Experience & Capabilities

Capital & Overhead Budgets	ProjectManagement Tools
P&L Business Management	Formulation of Strategic Plans
Financial Management & Controls	Acquisitions & VC Experience
Manufacturing and Distribution	NPD Product Development
Sourcing & Purchasing of Materials	Supply Chain Partnerships
Strategic Alliance & Ventures	Internal Teams & 3rd Parties
TUPE Transfers & Processes	Key Accounts & Customers
Business Process Re-engineering	Business Change Management

Qualifications, Accreditations and Professional Development

- BSc BA in Engineering & Business Studies – First Class Double Honours
- Chartered Engineer – Member of the Institute of Engineering & Technology
- Attended Winchester House & Oundle School
- Various in-house & external training programmes
- Effective communication & presentation skills
- Team leadership & team management methods

Personal Information

Driving Licence	Full, UK
Nationality	British
Interests	Qualified rugby coach and referee, cricket, hockey and watersports
Other	Committee – Nottingham Boots Corsairs RFC – former Head of Mini Section Committee Member – Gary Rees Testimonial Trustee – St Josephs School, Nottingham