

## CV - Colin Dowse FCMA

### Recent Vixen Consulting Assignments

- ◇ Preparation of acquisition model for **London City Airport's** successful £60m bid for **Exeter International Airport**.
- ◇ Member of an **Ernst & Young** client team for multi £ billion **NHS IT Programme PFI** contract bid by **McKesson**.
- ◇ Responsibility for economic model for the development of an £200m Aerospace Business Park for **MOD** in partnership with **WDA**.
- ◇ Preparation of the investment appraisal for the construction of £77m aircraft repair facility for **DARA**.
- ◇ Preparation of successful **investment appraisal** for new premises and subsequently project management of move of 550 employees into refurbished city centre premises for **Network Rail**.

### Skills and experience

- ◇ Tested and tried contract negotiator.
- ◇ Good man manager with HR experience in downsizing.
- ◇ Self starter and accomplished in "change management".
- ◇ Hands on experience of investment appraisal, budget, business case and forecasting modelling.
- ◇ Proven general manager, treasurer, accountant and taxation specialist.
- ◇ Successful project manager, course developer, trainer and facilitator.
- ◇ Experienced in both public and private sectors.
- ◇ MS Excel, Word and PowerPoint Super User. Proficient in MS FrontPage, Macromedia and Fireworks web design.
- ◇ Web and computer graphics designer – see [www.1simple.co.uk](http://www.1simple.co.uk)

### Wm Baird plc 1983 to 1997

#### Operations Director, Continental Imports Ltd, Blackpool – turnover £25m

- ◇ Prepared company for sale to two organisations. Sold all assets within agreed targets.

#### Finance Director, BMB Ltd, Leeds, Gothenburg and Breda - turnover £350m

- ◇ Implemented new accounting systems in new Dutch subsidiary which grew to £20m turnover and 17% ROS.
- ◇ Performed due diligence for acquisition of Swedish target (£70m turnover) reducing purchase price by £10m and subsequently developed successful business case for acquisition.
- ◇ Developed alternative product sourcing (value £20m) from Belorussia and Russia –reducing costs by over 30%.

#### Finance Director, Bairdwear Group Ltd, Telford – turnover £250m

- ◇ Investigated and implemented new product sources in Philippines, Hong Kong and Sri Lanka.
- ◇ Prepared business plan for new factories in Sri Lanka.
- ◇ Project managed construction of new factory in Sri Lanka.
- ◇ Introduced supply chain management working very closely with Marks & Spencer.
- ◇ Managed integrated computer system upgrade.

#### Finance Director, William Pickles plc 1979 to 1983

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- ◇ Responsible for liquidation for fixed and floating charge holders – group turnover £25m.

### Philips Industries 1967 to 1979

- ◇ General Manager, Philips & Pye Finance Services, Nottingham - Responsible for £200m consumer credit and industrial lease debt. Developed dynamic bad debt provision method.

### Group Auditor, Mullard Ltd, London

- ◇ Involved with audit and project work for Philips subsidiary in component manufacture and supply.

### Consolidation analyst, Philips NV, Eindhoven, The Netherlands

- ◇ Early introduction to working in continental Europe which has stood me in good stead ever since.

### Philips Management Trainee

- ◇ Comprehensive commercial and manufacturing training with sandwich course release to City of London College which lead to success with CIMA exams.

### Other

Publication	“Broadsword - The background to and birth of a joint venture to supply the European Retail Apparel Market” - with Dr Philip Harris - Academy of International Business, UMIST 1994 isbn 1-871782-79-1
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