

CV - Colin Dowse

Career Highlights

- ◇ Successful career as **FD at senior plc, group and subsidiary level.**
- ◇ Member of an **Ernst & Young** client team for multi £ billion **NHS PFI** contract bid by **McKesson**.
- ◇ Responsible for economic model for the development of an £200m Aerospace Business Park for **MOD** in partnership with **WDA**.
- ◇ Prepared investment appraisal for the construction of £77m aircraft repair facility for **DARA** based on **PFI** model.
- ◇ Prepared successful **investment appraisal** for new premises and subsequently project managed move of 550 employees into refurbished city centre premises for **Railtrack**.
- ◇ Substantial experience of Public Sector and General and Change Management
- ◇ Expert in **investment appraisal and the management of bid process.**
- ◇ Developed **investment appraisal** and project managed construction of factory in Sri Lanka for **Wm Baird plc**.
- ◇ Extensive private sector experience in manufacturing, retail, wholesale, finance, import/export, textiles, electronics.

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.chaparosagrill.com

August 1997 to present Vixen Consulting Limited - Consultant and Interim Manager with portfolio of private clients.

- ◇ **May – October 2006** – Bid manager for **London City Airport** on £60m deal to purchase **Exeter Airport** in joint venture with **Balfour Beatty**.
- ◇ **February – April 2006** – Advisor to **Mercian Housing Association** on debt forecasting and relocation evaluation.
- ◇ **July - January 2006** – Invested in and managed business start-up of **Sprayonmud**, an international internet based retailer and manufacturer.
- ◇ **March – May 2005 Unpaid election agent** for parliamentary candidate where we doubled the vote after an exhausting, unique, hard fought and ultimately successful campaign setting up a probable victory in 2009
- ◇ **December 2004 – February 2005 World tour** taking in USA, Fiji, New Zealand, Australia, Singapore, India
- ◇ **July 2004 – November 2004 Vixen Trading** set up web design company in UK for wide international portfolio of clients - see www.vixentrading.com
- ◇ **March – June 2004 Bridgen Enterprises** Developed commercial estimating and tendering systems for a rail maintenance company working for **Network Rail**.

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- ◇ **September 2003 – February 2004 Vixen Consulting** managed portfolio of own clients involved in building construction, art gallery, consultancy, period furniture making, motoring products manufacture.
- ◇ **May – August 2003 McKesson** Member of an **Ernst & Young** client team developing a multi £ billion NHS contract bid. The bid ultimately failed but this was due to a U.S. Securities and Exchange Commission enquiry into the US parent company and not the validity of the bid which would have been very cost efficient for NHS.
- ◇ **March – April 2003 Planning and implementation of business plan for investment in restaurant** in Laguna Niguel, California – see www.chaparosagrill.com
- ◇ **September 2001 – February 2003 DARA** (Defence Aviation Repair Agency and part of **MOD**) - Developed investment appraisal and business case for construction of £77m repair facility which by May 2004 will provide cost savings of over 20% and will allow DARA to compete directly with British Aerospace and other European and American players. This project had to be steered through the MOD finance and management structure and be agreed by all stakeholders and justified to Treasury and National Audit Office on a full cost and cash basis. The project was financed by an operating lease involving private sector finance (but not strictly PFI). This therefore required special presentation to NAO and Treasury to demonstrate that the scheme complied with all lease and treasury guidelines. The project construction and finance was the subject of a full competitive bid for which the financial comparisons and investigations were supplied by me along with providing further particulars to bidders and their financial advisors. The project had three phases: Heads of Terms, Examination of bid outcomes and Recommendation/Authorisation to proceed of final proposal by Minister for Armed Forces. The development of the model had to be agreed by all stakeholders and had to reflect the economic benefits to DARA with a clear road map of how the benefits would be achieved. The achievement of these benefits had to be justified at the highest level to the DARA board, the MOD Chief Economic Advisor and the MOD Finance Director.
- ◇ **April 2002 – February 2003 DLO** (Defence Logistics Organisation and part of MOD) - Prepared successful £200m Investment Appraisal and Business Case involving such diverse stakeholders as DARA, Army, RAF, DLO and WDA (Welsh Development Agency) to enable inward investment and the creation of at least 3,000 jobs and the successful disposal of severely contaminated land on behalf of MOD at a premium whilst monitoring State Aid criteria. This required the development of models for all stakeholders and obtaining agreement by the various management boards within MOD. In parallel WDA had to obtain their approvals from the Welsh Assembly and Welsh Office. I was responsible for monitoring the whole contractual procedure for the MOD to ensure that the contracts with WDA reflected what was contained within the business models which had been presented to and agreed by Ministers.
- ◇ **December 1997 - March 2002 Railtrack** – Firstly, investigated the cost and feasibility of co-locating all management (technical and commercial) staff on Railtrack owned land adjacent to West Coast Mainline. This proved abortive as costs were not sustainable and technically it was proved to be unworkable. Subsequently, was given project to investigate feasibility of new HQ, at less cost than current, within Birmingham City Centre. Found premises (part of the Mailbox Development involving the refurbishment of the Royal Mail sorting office as a prestigious complex including a shopping mall, hotels, restaurant centre and

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office accommodation. Through negotiation guaranteed Railtrack as anchor tenant at very competitive rent (BBC subsequently paid nearly double the rent).I was then able to produce a business case and investment appraisal for a new £3.5m HQ and subsequently managed transfer of 550 employees in Birmingham City Centre.

- ◇ **January - March 2001 Railtrack** - Interim Business Development Manager. Took over department of 40 analysts while new appointee was selected.
- ◇ **June – September 1999 Railtrack** - Developed investment procedures course to train members of the Finance and Business Development teams the basics of finance and return on investment so that they could rank their portfolios of investment proposals.
- ◇ **January – March 1988 and January – March 1999 Railtrack** - Developed and Cadbury Corporate Governance procedures and reporting and produced results and risk analysis for Midland Zone and London HQ.
- ◇ **August 2000 Railtrack** - Facilitated management seminar on organisational change.
- ◇ **October 1998 Tachini** - Developed business strategy and presentation for UK board of foreign owned sportswear subsidiary.
- ◇ **June – September 1998** - Completed investigations for a German company disposing of UK assets.
- ◇ **September 1997** - Prepared prospectus for a mail order company to obtain venture capital of £2m.
- ◇ **October 1997** - Developed business case for a timeshare holiday village in Eire £1m.
- ◇ **August – November 1997 Continental Imports** – set up Accounts Department, treasury systems, banking arrangements and letter of credit facilities for newly acquired business with turnover £15m.
- ◇ **August 1997** - Prepared investment appraisals for acquisition of a transport venture and a brewery for private clients.
- ◇ **Current and ongoing** - Prepared tax advice, management and statutory accounts for private clients.
- ◇ **Current and ongoing** - Formed and managed Construction and Development Company for private client.
- ◇ **Current and ongoing** - developed web sites for antique trader, band, etc.

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%.

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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

- ◇ 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
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