

CANDIDATE OVERVIEW

- Strategy & Commercial Director
- Smart UK Limited
- Nottingham, UK

PROFILE OVERVIEW

- The candidate has extensive experience across healthcare and support service businesses, with roles in executive management, strategy, and commercial development spanning over two decades. They have worked in FTSE 100 companies, management consultancies, and private equity-backed ventures.
- Delivered numerous high-impact projects, including leading the sale of a healthcare company to a private equity firm, establishing a £100m+ pathology service joint venture, and achieving a 100% bid win rate securing over £1 billion in additional revenue for a healthcare division.
- Demonstrated strong stakeholder management skills, responsible for strategic account client retention, organic account growth, and leading acquisitions and mergers. Successfully managed relationships with NHS Trusts, private healthcare providers, and life science clients across the UK and Europe.
- Managed teams of varying sizes, including leading a 40-person consulting and advisory healthcare business and overseeing large-scale restructuring and turnaround plans. Built and led teams to secure FM revenues in excess of £1 billion.
- Proven track record of innovation and entrepreneurialism, including developing the UK's first private sector disease management programmes, health assessment portals for the energy sector, and robotic FM solutions in new hospitals.

RELEVANT FUNCTIONAL EXPERIENCE

Job Description: Senior Healthcare Strategy Consultant

Relevant Experience:

- Developed and commercialised a £100m Pathology Joint Venture between two large Teaching Hospital Trusts, providing £12m cost savings (HP Partners).
- Led a Private Equity backed Mental Health Service performance and financial turnaround, achieving a £5m EBIT run rate improvement across the Division in 12 months (HP Partners).
- Full P&L responsibility for Capita's health business, successfully restructuring and turning around the Division, resulting in a £4m PBT annual performance improvement (PPGO Health Solutions).
- Established and grew a 40-person Consulting and Advisory healthcare business, providing strategic and performance improvement to DoH, NHS Trusts, Private Health Care providers, and Life Science clients across the UK and Europe (TFL Consulting).

EDUCATION & PROFESSIONAL QUALIFICATIONS

- 1993, Nottingham University, First Class BA (Hons)
- 1996, Nottingham Trent University, Chartered Accountant (CIFPA)

CANDIDATE OVERVIEW

MOST RECENT CAREER HISTORY

Strategy & Commercial Director, Smart UK Limited, Jan 2016 – April 2020

- Led a management buyout (MBO) and subsequent acquisition by Bain Capital.
- Oversaw strategic and business development activities, achieving significant EBIT growth and cost savings.
- Supported market innovations in technology platforms.

Partner, HP Partners, Jan 2010 – Dec 2016

- Developed a £100m Pathology Joint Venture, delivering substantial cost savings.
- Led a performance and financial turnaround for a Private Equity backed Mental Health Service.
- Developed market strategies for European Medical Device businesses.

Managing Director, PPGO Health Solutions, Feb 2006 – Dec 2010

- Managed full P&L responsibilities and led the strategic health initiatives across the group.
- Executed a divisional turnaround, resulting in significant PBT improvement.
- Advised on strategy to secure NHS Choices service contracts for the Department of Health.

FULL CAREER HISTORY

- Strategy & Commercial Director, Smart UK Limited, Jan 2016 – April 2020
- Partner, HP Partners, Jan 2010 - Dec 2016
- Managing Director, PPGO Health Solutions, Feb 2006 - Dec 2010
- Managing Director, RiceField Health, Jan 2001 – Jan 2006
- Owner / Partner, TFL Consulting, Sept 1996 - May 2001