

Tim Westfield

Executive Summary

- Extensive experience as an Executive Director in Healthcare and Support Service businesses, demonstrating strong leadership and strategic development skills.
- Proven track record in driving shareholder value, leading acquisitions, and achieving significant business growth.
- Expertise in performance improvement, business development, and innovative solutions in various sectors including healthcare, public sector, and private equity ventures.
- Successful in managing large-scale projects and joint ventures, including establishing a £100m+ Independent Pathology Service Joint Venture and securing over £1 billion in additional revenue.
- Strong educational background with a First Class BA (Hons) in Political Science and a Chartered Accountant qualification.

Most Recent Job

Strategy & Commercial Director, Smart UK Limited (Jan, 16 – April, 20)

- Executive team member in the UK that led a Management Buyout (MBO) in 2016 and completed the acquisition by Bain Capital in January 2018.
- Responsible for all strategic and business development activities, strategic account client retention, and organic account growth.
- Achieved a 30% year-on-year EBIT growth, increasing from £5.4m in 2016 to £14.2m in 2019.
- Generated business development cost savings exceeding £1m in 2018 while meeting growth targets.
- Supported the introduction of 'in house' technology platform innovations brought to market in 2019.

Career Overview



Education

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

Relevant Skills

- Strategic Development and Execution
- Business Development and Growth
- Performance Improvement and Turnaround
- Acquisition and Integration
- Innovation and Entrepreneurialism