

Candidate Overview

TIM WESTFIELDER

An experienced Executive Director with a strong background in growing and delivering shareholder value across Healthcare and Support Service businesses. With a proven track record in leadership, strategy, and commercial acumen, Tim has held significant roles in FTSE 100 companies, management consultancies, and private equity-backed ventures. Tim's career is marked by successful acquisitions, strategic developments, and performance improvements.

- Led the sale of Simon Ltd to Smith Capital following an MBO.
- Established a £100m+ Independent Pathology Service Joint Venture for two large NHS Teaching Hospitals.
- Achieved a 100% bid win rate securing over £1 billion additional revenue within the Health Division as Managing Director.

Candidate represented by:

Thomas Vose, CEO | Co-Founder

thomas.vose@hireara.com, 07766757373

CANDIDATE OVERVIEW

Education

- **First Class BA (Hons)** – Newcastle University, 1993. Course covered topics such as political theory, international relations, comparative government and political history.
- **Chartered Accountant (CIFPA)** – Newcastle University, 1996. Course included topics such as financial accounting, taxation, auditing, and management accounting. Completed professional training and exams through a professional body to become a Chartered Accountant.

Key Skills

- Leadership and strategic direction in healthcare and support services businesses
- Proven track record of increasing shareholder value
- Expertise in acquisitions and business growth
- Strategic development and implementation
- Business development and bid management
- Performance improvement and turnaround strategies
- Entrepreneurial skills in establishing and growing businesses
- Innovation in healthcare solutions and technology platforms
- Experience with FTSE 100 companies, management consultancies, and private equity ventures
- Financial acumen and Chartered Accountant qualification

EXPERIENCE

Finance Director, Smart UK Limited

Jan 2016 - Apr 2020

SUL is the world's largest Neutral Staffing Solutions Vendor, a managed spend of \$6 billion, supporting blue chip organisations deliver high quality, efficient and cost effective resourcing solutions:

- Executive team member in the UK that led a MBO in 2016 and then completed the acquisition by private equity firm Bain Capital in January, 2018.
- Responsible for all strategic and business development activities, strategic account client retention and organic account growth.
- GRI EBIT growth: £5.4m (2016) to £14.2m (2019), 30% increase YoY.
- Generated BD cost savings in excess £1m, in 2018 whilst achieving growth targets.
- Supported 'in house' technology platform innovations brought to market in 2019.

Finance Partner, HP Partners

Jan 2010 - Dec 2016

Healthcare advisory business supporting UK and European businesses to develop winning strategies in their chosen markets:

- Developed and commercialised a £100m Pathology Joint Venture between two large Teaching Hospital Trusts providing £12m cost savings.
- Led a Private Equity backed Mental Health Service performance and financial turnaround (£5m EBIT run rate improvement across Division in 12 months).
- European Medical Device business UK market strategy development and supported execution.
- Identified and supported health care business to acquire Vocare LTD.

CEO, PPGO Health Solutions

Feb 2006 - Dec 2010

PPGO Health Solutions, a provider of health solutions and assessments for Energy Sector, Public Sector, Financial and Insurance services. Turnover £44m.

- Full P & L responsibility for Capita's health business and the strategic health lead across the Group.

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- Restructured and turnaround Division resulting in a £4m PBT annual performance improvement.
- Transformative acquisition of Premier Health Solutions resulting in Divisional T/O of £100m.
- Advised on strategy for PPGO to secure contract to operate NHS Choices services on behalf of Department of Health.

Financial Director, RiceField Health

Jan 2001 - Jan 2006

Provision of Consulting services, Health solutions and PFI / FM Hospital services. Turnover £150m.

- Developed RiceField's Hospital PFI strategy. Led and built teams to bid identified pipeline opportunities. 100% success rate (5 Hospitals) resulting in secured FM revenues in excess of £1 billion.
- Developed Ricefield's Primary Health Care Service strategy and acquired Clinical Solutions LTD as a platform to drive growth over two years achieving a T/O £50m, margins 20%.
- Established additional business offerings including: Occupational Health Services; Forensic Medical Services; Prison Health Services.
- Continued to grow Serco Health's Consulting business which developed into sector advisory business Serco Consulting.

Founder, TFL Consulting

Sep 1996 - May 2001

Consulting and advisory services provision to UK Healthcare and Life Science Sectors.

- Founding Consulting Partner growing and leading healthcare advisory business in the UK.
- Growth to 40 FTE consultants and analysts over 5 years.
- Advised on some of the UK's largest key strategic initiatives: PFI developments; NHS organisational mergers, Hospital Performance Turnaround; DoH strategic reviews.
- Sold business on Serco PLC

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