

Candidate Overview **Strategy & Commercial Director | Nottingham, UK**

Candidate ID: 12345

Executive Summary

An experienced Executive Director with a strong record of enhancing shareholder value across various healthcare and support service businesses. Demonstrates a results-oriented leadership style, strategic vision, commercial acumen, and entrepreneurial skills. Key achievements include leading successful acquisitions and sales, driving significant EBIT growth, establishing high-value joint ventures, and achieving a 100% bid win rate in business development. Proven expertise in performance improvement, having turned around loss-making divisions, and spearheading innovative solutions within the healthcare sector. Academic credentials include a First Class BA (Hons) and Chartered Accountant qualification. Interests include sport, travel, and music.

Most Recent Role

Strategy & Commercial Director, A global staffing solutions company (Jan, 16 – April, 20)

- Executive team member in the UK that led a management buyout in 2016 and then completed the acquisition by a private equity firm 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 growth in EBIT, increasing from £5.4m (2016) to £14.2m (2019).
- Generated business development cost savings in excess of £1m in 2018 while meeting growth targets.
- Supported the market introduction of 'in-house' technology platform innovations in 2019.

Career & Education

Career History

- Strategy & Commercial Director, world's largest Neutral Staffing Solutions Vendor
- Partner, healthcare advisory business
- Managing Director, health solutions and assessments provider
- Managing Director, consulting services and health solutions provider
- Owner / Partner, consulting and advisory services provision to UK Healthcare and Life Science Sectors

Education

- First Class BA (Hons) in Political Theory, International Relations, Comparative Government, and Political History
- Chartered Accountant (CIFPA) with coursework in Financial Accounting, Taxation, Auditing, and Management Accounting, including professional training and exams

Relevant Skills

- Proven track record in growing and delivering shareholder value across various sectors, including healthcare and support services.
- Expertise in strategic development, business acquisition, and performance improvement, demonstrated through successful leadership roles in multiple high-profile companies.
- Strong business development skills, with a consistent history of achieving high bid win rates and securing significant additional revenue.
- Entrepreneurial experience in establishing and growing consulting and advisory businesses, leading to successful sales to larger corporations.
- Innovation in developing and implementing disruptive technologies and solutions within the healthcare sector.

Interested in finding out more about the candidate?

Thomas Vose, Senior Consultant

P: 07766757343 | E: thomas.vose@hireara.com