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PROFILE

David provides business advice and guidance, project management & consultancy solutions to companies in the North West.

Prior to establishing David Lever Limited in 2002, David was a senior manager for more than twenty years in different strategic and operational roles as Finance & Commercial Director and in project and general management. He is a business and commercially orientated qualified accountant with broad experience and an excellent record of success.

PERSONAL SPECIALISMS

Business Strategy & Planning: ADVANCED - Strategic planning/business plans; Acquisitions/mergers; Business reviews/appraisals; Change management; Organisational development; Cost/benefit analysis; Balanced scorecard; Corporate survival/recovery; Restructuring & rationalisation.

Finance & accounting: ADVANCED - Budget planning & management; Feasibility studies; Financial policies and procedures; Financial & business analysis; Financial health checks.

Quality management: ADVANCED - Business process improvement; Total Quality Management (TQM).

Operations Management: COMPETENT - Customer service; Inventory management; Performance improvement; Process analysis & design; Project planning/management.

Supply chain management: COMPETENT - Inventory management; Purchase & supply.

ADVISORY ROLE(S)

Consultant, Coach/Facilitator, Interim manager, Project Manager.

INDUSTRY EXPERIENCE

Manufacturing including chemicals and engineering, construction, distribution, retail and other services.

ORGANISATION SIZE EXPERIENCE

Experience gained in large, medium and small organisations, centralised and decentralised environments, in the UK and internationally.

QUALIFICATIONS & TRAINING

- Chartered Institute of Management Accountants - qualified 1972.
- London Business School - 'Senior Executive Programme'
- Other training has included leadership skills, various financial, accounting, tax and treasury training, computer training, corporate planning, marketing, sales techniques, Quality Management, pensions, negotiation skills, system development, project management and logistics.

PROFESSIONAL MEMBERSHIPS

- Fellow of Chartered Institute of Management Accountants.
- Associate Member of the Institute of Management Consultants.
- Member of the Institute of Directors.

OVERSEAS EXPERIENCE

Pan European experience - implementation of Shared Service centre, integrated software and company restructuring, business process reengineering manufacturing rationalisation. USA - SAP implementation.



CAREER SUMMARY

1. David Lever Limited (June 02 to date)

Providing interim management, project management and consultancy solutions to businesses in the North West. Achievements include preparation of business plans and supporting financial forecasts for start up and established companies, financial assessment of proposed acquisition, preparation of a financial model to assess the viability of a proposed investment fund and assistance with the handling of issues related to changes in a pension scheme.

2. ONDEO Nalco (Sept 81 to June 02)

1998 - 2002 Project Manager

Achievements, on a pan European basis, included implementation of ERP software, acquisitions, divestments and joint ventures, integration of acquired businesses, simplifying legal entity structures, "Three Party" arrangement restructuring legal entities and operational and systems changes to achieve substantial tax savings, strategic logistics alliance with non-competing suppliers, Euro conversion.

1995 - 1997 Financial Manager, Shared Financial Services

Implementing and managing a European Shared Financial Service (SFS) centre based in the UK. Responsible for re-engineering and restructuring financial & administrative services for Nalco in Europe, implementing a common accounting system, setting up Pan-European banking and cash management and establishing an SFS centre based in the UK.

1987 to 1995 - Finance Director - Nalco Limited

Responsible for finance, customer service, distribution, purchasing & supply, information technology, company secretarial & legal matters, quality, training & other support services, pensions etc.

Achievements included:

- Formulating & executing strategic plans to achieve targets for growth, profit, profitability & maximise shareholder value.
- Directing restructuring, cost reduction & tax savings programmes.
- Leading the total Quality management initiative.
- Improving Return on Capital Employed by controlling fixed & working capital without inhibiting the business.
- Developing & implementing Critical Success Factors & balanced scorecard measurements.
- Improving cash management & control of risk.
- Implementation of integrated software.
- Acquisitions, joint ventures & divestments.
- Manufacturing rationalisation throughout Europe.
- Improving operational effectiveness & efficiency to increase profitability.
- Improving product delivery at lower cost increasing customer satisfaction.
- Enhancing relationships with major customers to secure ongoing business & gain additional sales and built partnerships with major suppliers to achieve better quality & service at lower cost.
- Enhancing the skills, professionalism, performance & productivity of all my team & increasing their business & customer focus.
- Value analysis of all activities, evaluating cost & value to the business, benchmarking against other companies & refocusing efforts to maximise the benefit to the business.

1984 -1987: Financial Controller

1981 -1984: Management Accountant

3. ICI (1974 - 1981)

In various financial management roles

4. Before May 74

Working for 5½ years with a number of different companies in a variety of business sectors largely in accounting roles.