

# CURRICULUM VITAE

## JAIME LUMSDEN

*A Graduate Engineer who has progressed successfully through to General Management. Areas of expertise are diverse but on three occasions recruited to turn a company from loss to significant profitability. French speaker with multinational experience. Progressive career development from General Management of subsidiary companies through to appointment as Managing Director of an 800 employee strong £50M multinational. Technical niche specialist and Business Consultant focussed on coaching middle and senior managers of Electronics and Mechanical Engineering businesses in delivering growth, service and excellence of performance against agreed metrics.*

### CAREER SUMMARY

**Vision (SME) Ltd** - Consultancy specialising in working with middle and senior managers to deliver optimum profit and service performance within technical enterprises of between £1million - £15million turnover.

**Principal Consultant and registered High Growth Coach**

**Achievements:** Achieved 5 star Service Provider status for East Midlands Development Agency and is delivering Manufacturers Advisory Service grant funded projects in the Region. Approved Service Provider for West Midlands Development Agency. Approved Service Provider for Eastern Region Development Agency.

**Bristol Uniforms Ltd** [www.bristol-uniforms.com](http://www.bristol-uniforms.com) – Global manufacturer of Fire-fighter protective apparel, employing 130 people, t/o £7M. Recruited by new owners to return the business to profitability

#### Managing Director

**Management:**

- Negotiated 8% - 17% material cost reductions from major suppliers
- As part of a team, tested and bedded-in new bespoke MRP system
- Created Bristol Care, a new service and leasing subsidiary and now the majority business generator <http://www.primasolutions.co.uk/bristol-uniforms.html>
- Direct reports included Finance, Sales and Operations Directors
- Was identified as potential Divisional Managing Director

**Achievements:**

- Returned business to profitability, delivering 12% on sales.
- Improved delivery on-time performance from 48% to 98%.
- Debtor days reduced from 120 days to less than 50 average.
- Latest ISO 9001 inspection achieved zero non-conformances. Previously, were at risk of losing accreditation.

#### Measurement Technology PLC

Measurement Technology PLC, a specialist electronics manufacturer of intrinsically safe control instrumentation and lightning surge protection interfaces; t/o was £1.5M with 50 employees.

#### Managing Director

- Management:**
- Reduced manufacturing costs by 27% through product repackaging
  - Located and helped complete acquisition of \$12M business based in US
  - Reduced costs and increase pre-tax profits to 12% of sales
  - Led development of flagship new product range in new IT market segment
  - Retrained sales force out of discount mentality, offering alternate strategies.
  - Established new culture focusing on customer service.

- Achievements:**
- Increased sales 17% compound over 3 years to £2.5M
  - In recognition of achievements was promoted to MD of MTL core business
  - Created [www.telematic.com](http://www.telematic.com) the Groups first E-commerce site.

**IRD Mechanalysis Inc (Dobson Park Industries PLC)** – manufacturer of vibration based machinery condition monitoring systems. 60 employees, t/o £11M, through direct and distributor sales channels worldwide.

**VP Europe, Managing Director IRD (UK) Ltd**

- Management:**
- Responsible over 4 years for IRD's three manufacturing and international sales operations outside the USA.
  - Directly led UK, Indian and French sales teams
  - Managed worldwide agent and distributor sales channels.
  - Created small separate Balancing Machine manufacturing business

- Achievements:**
- Grew profitability from loss to 12% of sales.
  - Improved cash flow and significantly reduced debtors.

**Sales and Marketing Management** in blue chip technical operations within **Ferranti, STC, Plessey** and **Racal**, selling Test Equipment, Embedded PCs and large robotic Metrology Systems.

- Achievements**
- World wide experience in technical niche sales and marketing
  - Learned to market directly and indirectly, managing agents and wholly owned subsidiaries.
  - Directly managed French subsidiary company in Paris, weekly commute.

**Computer Salesman** for **British Olivetti**, selling into three streets of Edinburgh to Banks, Lawyers and Accountants.

- Achievements**
- Top sales person in Scotland out of 200 employees.

**Electronics Engineer** in **Ferranti** designing optical shaft encoders and precision rotating components.

**Education Training:**

Heriot-Watt University, B.Sc. (Hons) Electrical and Electronic Engineering.  
Post graduate one year technical apprenticeship Ferranti Ltd.  
Leicester University, Post Graduate Certificate  
Chartered Accountancy apprentice.