

Michael Clark FCA

For more information
Please contact Jude- Employment Co-ordinator
Phone DDI 03 353 4161

Objective Seeking a role as a Finance Director or Financial Controller looking to assist businesses requiring international finance and commercial experience specifically in line operations, central management and strategy evaluations.

An energetic finance professional, with 23 year track record at board level, and a clear record of achievement and success in organising and expanding small and medium sized companies. Focus on leveraging information technology within organisations.

Major Achievements

- Launched a cost review of staff and operations in 2009 and reduced group overhead by £1.5m.
- Attained a 425% increase in revenue, achieving a Compound Annual Growth rate of 14% in my last company.
- Developed corporate IT strategy with significant streamlining of inter-group transactions into EDI format, saving £136k p.a. in 2008.
- Organised and streamlined our corporate reporting structure reducing time to produce financial reports from 32 to 13 days from month end in 2009.
- Improved ROI from 28% to 45% in last two financial years in my last role.
- Reduced day sales outstanding from 58 days in 2004 to 40 days in 2010 saving the business £90k p.a.
- Developed and launched a new monthly financial report for divisional managers with a key focus on controllable net profit margins. This involved, in addition, quarterly revised rolling budgets linked to a divisional management incentive scheme.

Professional Experience

SBS WORLDWIDE LIMITED

1995-2010

Freight and Logistics Company, focussed on the printing and publishing sector, with £42m in revenue employing over 200 staff operating in 28 countries, through subsidiaries and agency network. Joined as Financial Controller in 1995, reporting to the Finance Director. Promoted to Finance Director and company secretary in 1999.

Key experience covers change management and integrating leading edge solutions into the finance structure. Other achievements included:

- Restructured central finance function to incorporate worldwide activities at one location, improved management support of financial and commercial functions.
- Scheduled a rigorous review of Balance Sheet, aged debtor and creditor reports and implemented Policies and Procedures and internal controls covering all finance staff which numbered 17 in total. Remained very hands on with preparation of monthly group results with a UK and US Financial Controller reporting

into me.

- Key involvement in customer and supplier contractual and commercial proposals/negotiations.
- Supported divisional MD's, UK and USA, specifically to improve performance, through clear KPI's and financial reporting.
- Instigated a full review of outsource evaluations for IT; integrated payroll; HR and pension administration.
- Key role in improving and influencing relationships between business units and centre by reducing and suppressing bureaucracy and understanding culture.
- Managed IT, HR and Health and Safety with divisional heads reporting to me.

ALAN SUTHERLAND PLC

1992-1995

Major importer and wholesale distributor of high end ladies accessories to over 300 retail outlets in the UK.

Appointed Finance Director to improve the efficiency of the Finance and IT department as company was struggling to make profit despite healthy sales.

Other achievements included:

- Introduced modern integrated finance, warehouse and distribution system automating stock control and reducing inventory levels saving the business £200 k in year 1.
- Improved overhead efficiency by cost reduction program in the first year taking out excess variable cost of £250k.
- With above savings and continued streamlining of business allowed the company to purchase more efficiently thereby reducing banking costs by £60k.
- Whilst turnover remained static over the period profit expanded from £140 k in 1992 to £ 846 k in 1995.

EARLY CAREER

Bleckmann UK Ltd, Essex, UK – Finance Director 1987-1992
Coopers & Lybrand, Auckland, New Zealand – Audit Manager 1986-1987
Hercules Chemical Corp Ltd, London, UK – Financial Accountant 1983-1986
Morison Stoneham, London UK – Training for Chartered Accountant Qualification 1978-1983

PROFESSIONAL QUALIFICATIONS

Associate of the Institute of Chartered Accountants in England & Wales, 1983; Fellow 2000
Associate of the Institute of Chartered Accountants of New Zealand 1987

EDUCATION

South Bank University – Diploma in Accounting and Finance 1975-1976
Westcliff High Grammar School – 8 O Levels, 4 A Levels 1967-1974

PERSONAL

Rugby football, cricket, motor rally, economics and refurbishing classic cars.
Status: Married