



- Experienced and qualified senior manager with a scientific and analytical background.
- Proven track record of delivering profitable innovation in products and services in the global forest products industry.
- After spending the early part of his career in research and development of novel timber preservatives, Neil helped to successfully introduce innovative products to existing and new markets and establish them as core products.
- Neil spent 6 years as UK & Eire Sales Manager, developing and implementing the sales & marketing strategy, leading a sales team and was directly involved with managing key accounts.
- As Managing Director since 2003, he has successfully led a multi-site manufacturing and service company specialising in the industrial protection of timber, with full P&L responsibility.

## Career Summary

2020 –	Woodable <i>Consultant</i>
2003-2020	PTG Treatments <i>Managing Director</i>
1996-2003	Lonza <i>UK Sales Manager</i>
1994-1996	Lonza <i>Product Manager</i>
1990-1994	Lonza <i>Research Scientist</i>

## Education / Qualifications

- MBA, Leeds Business School
- MSc. Biodeterioration of Materials
- BSc. Wood Science & Forestry
- NCFE Level 2, Lean Management
- IOSH, Managing Safely

## Relevant Experience & Skills

- **Project Management:** Identifying strategic opportunities and managing projects from inception to completion and review.
- **Manufacturing and Production:** Process and resource optimisation, waste reduction and continual improvement programmes utilising LEAN principles and techniques. Identification and elimination of production process bottlenecks to improve capacity and manufacturing flexibility.
- **Quality Management:** Development of Quality Management Systems such as ISO9001 and Factory Production Control, ensuring continual improvement and compliance.
- **Technical Expertise:** Detailed assessment of timber related technical issues and root cause analysis. Technical advisory capability with emphasis on timber treatment and protection products, BS & EN standards interpretation, technical auditing and compliance. Assessment and correct use of appropriate timber protection products to ensure desired performance at minimal cost.
- **Product Management:** R&D planning and introduction of new products and services to existing and new markets.
- **Health, Safety & Environmental:** Development and implementation of HS&E systems and documentation, ensuring compliance and on-going management.
- **Marketing:** Rebranding products and services, technical and commercial literature production, media and advertising, website and intranet development. Marketing plan development including marketing research studies.
- **Training:** Development and delivery of technical and sales training programmes.
- **Financial Management:** Cost reduction analysis, procurement appraisals, key performance indicators and pricing strategy.