

Alan Edwards

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Location Bowling Green House, Castlemorton Common, Malvern, Worcestershire, WR13 6LH

Professional profile

A highly-experienced, versatile & transformational Programme Manager / Interim with 25+ years of experience in B2B, media, food, banking, finance, logistics, engineering, public and FTSE-100 corporates.

Collaborative approach to successful transformational leadership, engaging with business stakeholders at up to CEO level & 3rd parties, delivering 'fit for purpose' solutions, global outsourcing & business change.

Highly accomplished, able to design and execute programme delivery strategies, vision and roadmaps.

Experience of driving change management, business transformation, service transition, project strategies, commercial negotiations, business process outsourcing, CRM implementation & business benefit realisation.

Key skills & business capabilities

Full Project Lifecycle Management & Delivery	IT, Technology & Business Alignment
Project Planning and Risk Management	IT Commercial & Contract Management
Project Control, Governance and Reporting	Information Systems, Solutions & Technology
Due Diligence Exercises	Transition and Transformation Delivery
Budgetary Management (OPEX & CAPEX)	Supplier Relationship Management
IT Service Level Agreements, SLAs	Service Delivery Management & Support
Supply-Chain, CRM, ERP, MRP Systems	Business Cases & Benefits Realisation
Finance, HR and Warehouse Systems	Business Process Re-engineering
Outsourcing Deals and Arrangements	IT Licence Compliance and Novation
Team Leadership and Team Management	Stakeholder Engagement & Relationships

Key interim assignments include:

Assignment **SUPPLIER COMMERCIAL MANAGEMENT & PROGRAMME DELIVERY** **BBC Technology (6 key assignments)**

Responsible for spearheading supplier commercial management and programme delivery activities

- Appointed on an interim basis to deliver a series of 6 key assignments within BBC Technology
- Focused on achieving turnaround high-profile technology programmes, impacting 26,000+ staff
- Concluded negotiations for a £30m contract with ATOS for migration & refresh of IT onto new sites
- Led commercial relationships for re-implementation of SAP Procurement, Finance and HR solutions
- Commercial Lead in a EJEU process for a Broadcast Management System worth £15m over 12 yrs
- Programme and Supplier management of 10,000 strategic networks transition from Vodafone to BT

Assignment **CHANGE MANAGEMENT & STRATEGIC SYSTEMS SELECTION** **Weetabix (2 key assignments)**

Responsible for delivery of 2 key assignments with a World-Class FMCG / food production business

- Engaged with senior management teams and executives, effectively mentoring and coaching staff
- Mentored senior management in decision making and expectation management, improving skills
- Implemented structured project methods and controls, underpinning successful project deployments
- Led procurement process for a World-Class forecasting & warehouse management system (WMS)

Assignment **PROJECT MANAGER, PIVOTAL CRM FIELD SALES SYSTEM** **RBS Invoice Finance, RS Components (6 key assignments)**

Responsible for project leadership across finance factoring and engineering spares businesses

- Appointed as Project Manager over 6 key assignments, delivering CRM change and transformation
- Rescued failing projects, successfully restructuring projects and agreeing new project deliverables
- Oversaw and led both supplier & customer teams through requirements, build & deployment phases
- Successfully delivered innovative CRM solutions to 250+ users at each clients, delivered on-budget

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Assignment

ENTERPRISE SYSTEMS & AUTOMATED WAREHOUSE IMPLEMENTATION Müller UK (3 key assignments)

Responsible for spearheading delivery of a £30m+ portfolio of projects, realising business benefits

- Appointed as Programme Manager to lead 3 key assignments, implementing leading-edge systems
- Focused on delivery of enterprise systems & the implementation of automated warehouse solutions
- Top-level stakeholder management and engagement, ensuring stakeholder buy-in for key projects
- Project-led the replacement of legacy financial and commercial ERP suites of software / solutions
- Implemented a highly-sophisticated and fully-automated warehouse for Finished Goods & Materials
- Successfully led a team of 10 business & IT managers through new process design, test & roll-out

Assignment

SENIOR PROJECT MANAGER & COMMERCIAL LEAD Unigate (4 key assignments)

Responsible for senior project management and commercial leadership within a food manufacturer

- Appointed to 4 key assignments, leading the re-engineering of factories and logistics operations
- Instrumental in an initiative to restructure & re-engineer 13 factory operations, improving efficiency
- Drove business readiness improvements across all functions of the primary £100m St. Ivel factory
- Successfully completed £10m+ contract negotiations for ERP, planning and warehousing solutions
- Supported delivery of IT departmental outsourcing, a £16m deal with TUPE, covering over 70+ staff

Assignment

PROGRAMME MANAGER Sharelink (3 key assignments)

Responsible for programme leadership and delivery within an innovative new share dealing service

- Delivery of 3 key assignments within a financial services environment, supporting rapid expansion
- Programme managed and controlled a resource of 12+ senior business and technology managers
- Instrumental in building a £400m t/o business from scratch, employing in excess of 400-500+ staff
- Programme-led build of a new business to handle IPO of 13 Electricity companies on behalf of HMG
- Designed & delivered technology solutions to support high-volume transactions, IT spend of £3m+

Assignment

GLOBAL IT & SERVICES PROCUREMENT Hutchison 3G (Three)

Responsible for spearheading initiatives to support a major new 3G multi-national Tesco start-up

- Took commercial lead in arranging deals from £1m to £20m, rights acquired for global affiliates
- Successfully procured data management & analysis software tools for use by global IT functions

Early full-time career includes

Senior Sales Account Manager – Banking & Cards
Senior Sales Manager, Central Government
Sales / Senior Sales Manager, Central Government
Prep-Sales Software Specialist, ERP Systems
Programmer / Analyst, ERP Systems
Programmer, Hospital Patient Admin & Lab Systems

CAP Finance Systems
Digital Microsystems Ltd / Apricot
Ferranti Computer Systems
Kenrick Computing
Syscom Computers
Queen Elizabeth Hospital

Personal details

UK Citizen
Flexible on location

Excellent references available upon request
Private Pilot's Licence (PPL)