**John Newton**

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Highly experienced Business Development Director with an international and entrepreneurial approach, now seeking Interim Management Opportunitiesto add value to SME’s.

Key skills include: business strategy and planning; innovation process and product leadership; P&L management; continuous improvement; transformational change; and project management.

**Key Achievements**

* $2.5m year 1 sales for new product launch (x4 original plan) at Kimberly Clark.
* Saved £450k pa with payback within 15 months via relocating a key function to India.
* Delivered internal succession programme for director level vacancies at Reckitt Benckiser.
* $450m revenue generation across new developing markets at SC Johnson.
* $50m business integration in Germany, building critical mass and cost efficiencies making local business profitable for the first time.

**Career History**

**Director 2016 – date**

SA Management Consulting Ltd.

Achievements

* Devised circa £2m hotel acquisition strategy for a private property management enterprise.
* Advised on growth strategy to start-up private manufacturer (>£1m revenue).

**Head of Brand & Product Innovation 2014 – 2016**

Kimberly Clark Professional

Achievements

* 8% growth of Health & Wellness business stream ($500 million) with overall responsibility for product quality, price, cost management and capacity.
* 5.5% of total sales delivered from new innovation programme, triple the previous level.
* $10m per annum savings on cost of goods, via concise SKU management programme.
* $2.5m year 1 sales for new product launch four times original plan, via 360 focussed launch.

**Director 2003 – 2013**

Reckitt Benckiser plc Group

**Group Director, Global Regulatory Affairs (GRA) ’10-13**

Achievements

* Managed $10m budget, with circa 100 professionals across 7 international locations.
* Supported £1Bn of category growth, restructured group building efficiencies and creating business focussed partnering with ‘can-do’ attitude to accelerate customer response.
* Saved £450k pa with payback within 15 months and 25% increased speed of service, via relocating a key function to India.
* Quadrupled overall group ‘engagement’ score (‘Hayes’ external measure).

**Category Director, Global R&D - Fabric Care** - Italy based **’05-10**

Achievements

* Grew sales 44% and profits 10%, via widening brand footprint and new market penetration.
* £90m revenue generation from new formula developed with external research partners.
* 2.5 fold increase to average project revenue of £20m, via fewer, bigger, better focus.
* Delivered internal succession programme for 100% of R&D director level vacancies via design and implementation of a ‘High Potential’ training programme.
* 700% increase in value delivery per employee via restructuring and global mindset.

**Head of Unit, European R&D - Scientific Services ’03-05**

Achievements

* Supported double digit revenue growth via 5 fold increase in products to market, via root and branch strategic evaluation and driving operating efficiencies.
* £350m business retention, via rapid action project team creation and management.

**Senior Manager/Manager 1993 – 2003**

SC Johnson & Son Inc.

**regional (Europe and Africa) Head - Home Cleaning RD&E -** USA based **’99-03**

Achievements

* Double digit top line growth to >£300 million, via accelerating product launch programmes.
* $6 million savings in cost of goods per annum.
* $50m business integration in Germany, building critical mass and cost efficiencies making local business profitable for the first time.

**Product Development Manager, Marketing - Eastern Cluster ’97-99**

Achievements

* $450m revenue generation via double digit annual growth across new geographies.

**Regional Co-ordinator, Africa Middle East and CIS, RD&E ’93-97**

Achievements

* $250m business generation via a country and regional entry model development.
* Bronze award Kiev manufacturing, via technical liaison, people development and site auditing.

**Factory Technologist** - Australia based **1990-1992**

I.C.I. Chemicals

**Qualifications**

Master of Business Administration (MBA) **1996-1998**

Bachelor of Science in Combined Sciences- Chemistry (BSc. Hons) **1986-1989**