Keith Willett

Deal, United Kingdom, CT14 6FD • keith.willett@mail.com

Mobile & What’s App: 07808 474 744 • LinkedIn Keith Willett • Skype keithwillettsandneal

Chief Operations Officer

*Skilful and dynamic professional with demonstrable capacity to provide comprehensive support in all situations with* cultural awareness of international implications on business and employees

— Key Qualifications —

* A highly accomplished managing director with a record of accurately reviewing the water, wastewater, renewables, engineering, and charities review of all financials aspects of business within time and budget requirements.
* Adept at analysing and assessing situations, providing innovative and financially sound solutions to all the problems, and maintaining detailed procedural processes to improve efficiency and achieve organisational objectives.
* Highly focused and results-oriented in change management and organisational growth; identify goals and priorities with an awareness of the pressure, influence and legislation impact on local authorities, companies, and third sector.
* Proficient in creating outline marketing and communication plan for start-up operations, change management, supply chain reviews, sales and marketing overview and tactical updates.

Professional Experience

Hydromx – New Jersey USA International

**Interim Technical Director,** 6/2016 to 11/2016

Directed the local installers and technical teams regarding survey, sales, installation, and maintenance of Hydromx.

*Key Achievements:*

* Competently decreased the energy consumption by at least 30% per year.
* Created and delivered Nano particle technology for improved heat transfer of boiler and HVAC equipment.

Goricos Ltd – United Kingdom, International

**Interim Chief Financial Officer,** 1/2016 to 5/2016

Gained an order with Cable & Wireless to implement and create financial model for finances of ongoing management.

*Key Achievements:*

* Established a cloud based ISO 9000/14000/18000/20000/22000/27000 company to reduce ISO application costs.
* Organised and arranged a self-empowerment programme to support the company to ensure the contribution and awareness of all the employees regarding improvement for the company.

Trevenning Water Ltd – United Kingdom, International

**Interim Managing Director,** 12/2015 to 4/2016

Effectively communicated with International Aid Organisations and Governments for sale of plant and support services.

*Key Achievements:*

* Worked with international aid agencies.
* Professionally achieved sales and organised order book of the company for next 3 years.
* Raised £2 million to ensure continuity of company and expansion into international markets.

DJO-Eco Ltd – United Kingdom, USA, Australia, South Africa

**Interim Managing Director,** 12/2014 to 11/2015

Functioned as a Managing Director and actively involved in PV, AD, Bio Mass, MBR, water filtration, and LED lighting.

*Key Achievements:*

* Produced a power purchase investment fund for free on the roof installations.
* Contracted in Asia, Middle East, Africa, Europe, and UK; generated a number of large renewable energy contracts.

New Form Energy Ltd – United Kingdom, Turkey, Australia, USA, South America, Japan, South Africa

**Interim Managing Director,** 8/2013 to 12/2014

Skilfully held responsibility for the Board to manage the company and Produced new international business operations

*Key Achievements:*

* Accomplished numerous responsibilities, including financing, business planning, and international sales, as well as implemented ISO 9001, 14001, 18001, and EMAS procedures; created new international business operations.
* Improved environmental resources, increased sales staff, and raised finance for £1.5 million of investment.

HASB Global Franchise Finance Alliance LLC – UK, Europe, Singapore, Australia, Asia, Middle East, America, Canada

**Interim Director of Global Services,** 11/2012 to 8/2013

Liaised to priority #1, clear, vision, and values inscribed through strategic business planning, as well as demonstrated several outstanding skills to target clients, comprising value differentiation and market positioning.

*Key Achievements:*

* Generated financial business plan to launch Territory Service Providers (TSP) strategic development, production, and performance, including banking relationship team.
* Produced verticals with inter-department fluidity, collaboration, and emphasis on single corporate mission, in addition complied with the corporate goals and values.

Oaktech Environmental Ltd – United Kingdom, Europe, Asia, South America, Middle East

**Interim Operations Director,** 8/2012 to 1/2013

Spearheaded sales campaigns in UK Dairy, Brewing, Distillery, Composting, and MOD. Efficiently interacted with Bulgarian authorities related to AD, water, and wastewater treatment. Supervised site surveys and geo reports, delivered sales leads and open discussions with potential clients to use AD, and identified potential suppliers and agents. Examined water treatment plant for sales and led pricing and technology reviews of potential competitors.

*Key Achievements:*

* Executed project sized between £2 million and £30 million; finalised supply agreements to manufacture the plant, as well as launched a new Anaerobic Digestion (AD) Plant.

Lontra Ltd – United Kingdom

**Interim Managing Director,** 2/2012 to 8/2012

Supervised company’s financial management, while working with finance director and management accountant / general manager. Reported on the development, project, and commercial activities to all stakeholders, including Carbon Trust, Severn Trent Water, Lontra Board, and other partners. Conducted and directed sales campaigns to UK water companies and negotiated framework supply agreements by coordinating with purchasing departments and customer R&D teams.

*Key Achievements:*

* Strengthened the existing relationship with potential manufacturing partner for water industry products, while emerging into a commercial deal and involving other potential partners.
* Adeptly developed marketing of Blade Compressor(TM) in UK and overseas as part of the business development role for water industry; focused on establishing a non-regulated water business.
* Executed a project with size between £1 million and £25 million; headed product development team to provide a site trial, functioned with technical director and company chairman, adroitly managed Severn Trent Water/Carbon Trust project within time and budget constraints in the water and wastewater treatment.

Treatment Systems Ltd – United Kingdom

**Interim Operations Director,** 10/2007 to 8/2012

Oversaw UK and European Water and Waste Water market place for company, as well as the Middle East water market place. Arranged and maintained offices and support process.

*Key Achievements:*

* Closed projects for client and administered the programmes till completion; pipeline: £10.5 million.
* Expertly designed sales and marketing plans, while increasing the sales completions and net contributions.

ATSL Ltd – United Kingdom

**Interim Operations Director,** 3/2010 to 1/2012

Evaluated the working directives and operational work process for utility provider involved in water, wastewater, and renewables, in addition fulfilled all the delivery requirements of employees. Assessed all the accounting practices to facilitate accurate reporting, as well as modified management structure, updated recruitment practices steered training and induction programmes to ensure compliance; boosted bid costing to ensure tighter control of prices.

*Key Achievements:*

* Controlled Aquatrine Projects via C2C for remediation of MOD water and waste water plants. Developed project teams to increase net profitability of contracts; contract size up to £75 million.

Career Note

Clear Blue Ltd – England, **Mentor**

Olive Branch Foundation – United Kingdom, **Project Manager**

Guide Dogs for the Blind – United Kingdom, **Interim Change Manager**

DICor LLC – USA, UK, Europe, Turkey, Asia, **Interim Project Manager - Business Development**

RNIB – England, **Change Manager**

Prism (UK) Ltd – Malta, United Kingdom, Turkey, **Interim Managing Director**

Private Equity Company – United Kingdom, **Interim Project Director**

Aquator Group Ltd – England, Australia, Canada, Japan, **Interim Managing Director**

Azurix, Wessex Water, Enron, **Interim Vice President Commercial**

Atlantic Utilities Group, **Interim Operations Director, Change Manager**

Atlantic Utilities Group Ltd, **Interim Managing Director**

Hotel and Golf, Takoradi Port, Ghana, **Consultant Investment**

USA Casein Company, **Interim Operations Director**

Right at Home Ltd, **Interim Commercial Manager Home Help & Nursing Support**

Barkway Golf Course Ltd – Pro Shop/ Bar/Restaurant, **Interim Managing Director**

Haden Mackellen Holdings Plc, Fittings, Spray Booths, & Automotive Machines, **Group Services Director**

Foyl Group Ltd, **Director & General Manager**

Solport Ltd, **Works Manager**

Aladdin Industries Ltd, **Production Manager**

BP Tanker Co Ltd, **Second Engineer**

Smiths Industries Ltd, **Apprentice Toolmaker**

Educational Background

**MBA,** Business Administration

Trinity College, Dublin, Eire

**BA (Hons),** Business Studies

Trinity College, Dublin, Eire

**Second Engineer, ( Marine)**  (III/2) Endorsement

Greenwich University, London, UK

**HND Engineering,** Engineering Apprenticeship Gloucester Polytechnic

Cheltenham, Gloucestershire, UK

**Associations**

**FRSA -** Fellow Royal Society of Arts

**FCIM -** Fellow Chartered Management Institute

**MIBC -** Member Institute of Business Consultants