**Brian Joseph Kelly BA, FCCA, PGCE**

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***Versatile Senior Finance Professional with excellent experience of both financial and commercial leadership and the proven ability to provide strategic insights and planning for a broad range of commercial and operational activities. Consistently meets or exceeds challenging business growth targets while ensuring that appropriate profit margins are maintained. A fully qualified and experienced Chartered Certified Accountant (FCCA) with excellent communication and leadership skills and a demonstrable track record of success in senior interim roles providing vision, integrity and intellectual depth and capable of building strong professional relationships with customers, partners and colleagues. A motivated and adaptable team-player with extensive financial management expertise.***

**KEY SKILLS AND EXPERIENCE**

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| **Finance Professional.**  Fully qualified Chartered Certified Accountant (FCCA) with a strong commercial background and an outstanding track record of increasing profits while reducing costs. |  | **Business Partner.** Manages and develops effective relationships with key stakeholders and external partners to ensure that common issues are identified and all strategic and operational objectives are met. |
| **Strategic Management.** Finds innovative solutions that enable a business to achieve its full growth potential and creates an effective operating model that meets both strategic and business objectives. |  | **Business Improvement.** A solid background in business improvement with the ability to unlock new opportunities, identify key market and business insights and facilitate sustainable business growth. |
| **Leadership.** Responsible for directly managing members of cross functional teams of up to 140 staff. Acts as a role model and provides training, mentoring and coaching to team members. |  | **Communication.** Highly developed interpersonal skills and the proven ability to work in a multi-faceted, international environment with a core commercial focus. Engages effectively with multi-disciplinary staff at every level. |
| **International Experience.** Significant international experience in Germany and throughout Europe and capable of working with multi-national / multi-cultural teams. Fluent written and spoken German. |  | **Organisational Development.** Re-engineers processes and procedures to maximise operational efficiency and add value. Ensures processes and controls are fully documented and comply with required quality standards. |

**SELECTED CAREER ACHIEVEMENTS**

* As Interim Senior Finance Manager at Yusen Logistics, restructured the merged finance functions and prepared for a permanent solution. Brought working capital fully under control and initiated a collections programme to bring overdue accounts up to date. Fully documented all improved business processes.
* As Interim Managing Director at CIBT Visum Centrale GmbH, re-organised the business and created a new branch structure to promote business growth and provide better account management. Doubled retail prices and eliminated unprofitable work. Increased profitability from €1 million to €3.3 million in only 2 years.
* As Interim Finance Manager at Aker Process based in Germany, undertook a major restructure of the business and carried out a workload analysis which resulted in a reduction in headcount from 150 down to 40 staff without any loss of operational efficiency.

**EMPLOYMENT HISTORY**

May 2013 – December 2013 : **Interim Senior Finance Manager**

**Yusen Logistics GmbH ( IFRS – Japanese)**

*Global Japanese Logistics Business with a turnover of €120 million and 500 staff*

* Substantially restructured the finance function to operate more efficiently.
* Brought working capital under improved control in three months.
* Reviewed and subsequently improved core business processes across the whole business.
* Fully documented jobs, processes, procedures and closing routines.
* Created a comprehensive operating handbook to ensure a consistent approach to operations.

June 2010 – April 2013 : **Managing Director, Germany**

**CIBT Visum Centrale ( P/E Business)**

*Visa Delivery Services with a turnover of €23 million and 140 staff*

* Significantly increased both revenue and profitability from €1 Million in 2009 to €3.3 million in 2011.
* Restructured the business to operate more efficiently and promote business growth.
* Created an effective branch structure and improved account management to enhance customer service.
* Doubled retail prices and uplifted numerous contract prices.
* Eliminated unprofitable work and won and implemented a significant amount of new business.
* Implemented and documented new systems and processes throughout the business.

January 2010 - June 2010 : **Interim Finance Manager**

**Aker Process GmbH ( IFRS - Norwegian)**

*A global provider of products, systems and services to the oil and gas industry*

* Downsized the business from 150 to 40 staff resulting in a significant reduction in OPEX.
* Managed every aspect of the 2009 year end audit.
* Negotiated annual contracts with major customers.

July 2009 – December 2009 : **Interim Finance Manager**

**Valspar Industries GmbH ( US GAAP)**

*Specialist Paint Manufacturer with a turnover of €50 million and 100 staff*

* Reduced departmental staffing through workload analysis and rebalancing.
* Cleaned out books of account for all prior years (US and HGB).
* Started monthly commentary and analysis on results.
* Finalised the statutory year end September 2008 for two companies.
* Prepared and completed the US audit for September 2009 within the agreed timescale.

**EARLIER CAREER**

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| --- | --- | --- |
| 08/08 – 05/09 | Interim Finance Manager | * Fisher Scientific GmbH (US GAAP) Revenues Germany 85 Million Euros * Distribution of scientific and medical equipment worldwide * Reporting, budgeting, forecasting, audit, cash recovery, process improvement |
| 03/99 – 07/08 | Finance Director Germany and Eastern Europe | * SITEL GmbH (US GAAP) BPO Contact centres Revenues 120 Million Euros / Staff > 3000. * As Finance Director at SITEL GmbH based in Germany, played a key role in achieving an annual growth rate of 25%. Increased profitability and liquidity year on year despite rapid annual expansion and gross margin decline of 10% * Personally negotiated the company’s single largest Euro contract worth €100 million over 7 years. Negotiated with the authorities to receive investment subsidies of €7 million in the former East Germany. * Implemented Oracle Financials and previously SUN system after creating balance sheet. |
| 11/97 – 02/99 | Managing Director / Finance Director | Ilion GmbH (UK PLC) Software distribution. Revenues 60 Million   * Took over MD position for Germany / Austria and reduced headcount by 50% to regain profitability * Investigated possibility of management buyout and external funding |
| 03/93 – 10/97 | Financial Controller (Germany Austria Switzerland) | Spacelab Medical GmbH (US GAAP) Medical equipment manufacture and sales. Revenues 30 Million   * Implemented and developed SUN accounting system * Monthly accounting, budgeting and forecasting for Germany, Austria and Switzerland. Work on subsidiaries in UK and Sweden * ISO 9000 System implementation * Management of warehousing and procurement |
| 09/91 – 02/93 | Consultant | Various Businesses ( UK GAAP)   * Investigated new business for a motor group * Installed systems at an IT distribution and sales company * Carried out SAGE training at a technical college * Worked on reconciliations for a pub retaining business |
| 07/90 – 08/91 | Finance Director UK and Ireland | Princess House Ltd (Colgate Palmolive) |
| 09/87 – 06/90 | Finance Director | Dickens Ltd |
| 08/85 – 09/87 | Divisional Accountant | Thomas Robinson plc |
| 07/83 – 07/85 | Assistant Cost Accountant | Wilkinson Sword Ltd (Warner Healthcare) |
| 01/80 – 06/83 | Management Trainee / Internal Auditor | Littlewoods Ltd |
| 07/75 – 12/79 | Secondary School teacher - history | Secondary Education |

**EDUCATION AND QUALIFICATIONS**

• BA Degree in History and Economics

• Post Graduate Certificate in Education (PCGE) - secondary school teaching qualification

• Chartered Certified Accountant (FCCA) - accounting qualification

**ADDITIONAL INFORMATION**

Nationality: British

Languages: Native English, fluent German, good basic understanding of French

IT: Systems specification, selection and implementation, multiple migrations. Office – good.

References: Available on Request