**HOWARD BARKER**

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**Profile**

Highly experienced Programme Director (20 years +) with a strong reputation as a trouble shooter. Leading and delivering international programs including relocation of technical products and services. Product developments and acquisition programs and business restructures with budgets typically exceeding $20 Million with durations from 3 months to 2 years

**Main responsibilities and achievements (chronology)**

**Change / Program Management / Business Transformation / Trouble Shooting**

* Planned, Executed and supported the international transfer and closure of a UK Division of Seagate with 72 staff and $200 million within 9 months

.- Reporting to UK VP Seagate 2016

* Integrated a portfolio of products into the new acquiring organization without impact to cost, quality or schedule and without attrition.

- Divisional Turnover 2014 $60 million. Reporting to UK VP Seagate 2014/15

* Delivered a complex technical product solution using an international program team. Unit cost $1Million Development cost $10 Million.

- Divisional Turnover $50 million. Reporting to VP Xyratex 2013

* Developed and sold a new product concept into a large corporate IT company generating a $10Million development contract and ongoing sales forecasted over 10 years at $1Billion.

- Divisional Turnover $30 million Reporting to VP Xyratex 2012

* Interim role to support a customer with Flood recovery activities in Thailand. Provided direct instant customer facing support and management direction and funding to recommence revenue generating activities. This was a dangerous environment working outside business processes.

- Divisional Turnover $30 million Reporting to CFO Xyratex 2011

* Led a Business Transformation program to provide contract services from SE Asia to design & produce a high tech product reducing costs by 30% and diversifying the business portfolio.

Divisional Turnover $105 million Reporting to VP Xyratex 2010

* P & L ownership for a portfolio of products with a value greater than $1Billion.Driving development of alternative revenue streams. $500K at 50% margin in 5 months.

Divisional Turnover $105 million Reporting to VP Xyratex 2010

* Delivered a strategic objective to diversify and win a Japanese customer delivering into their Philippines business $30 Million revenue.

Divisional Turnover$130 million Reporting to VP Xyratex 2009

* Introduced a new product into a hostile Chinese factory of a Japanese customer. Turned around the organisation and created in excess of $10Million revenue with higher efficiency
* Divisional Revenue $130 million Reporting to SVP Xyratex 2009
* Achieved program recovery where that program was significantly behind plan in Asia and required 7 day support over a 3 month period. To ensure revenue plan achieved and future revenue protected.
* Divisional Revenue $130 million Reporting to SVP Xyratex 2009
* Maintain a program on track where the UK team were at risk of redundancy and located in the customer’s premises in south East Asia without impact to the sales plan of $65 Million over 3 years.
* Divisional Revenue $95 million Reporting to SVP Xyratex 2008
* Established a 40-man product design centre in Malaysia reducing product development costs by 20%.
* Divisional Revenue $60 million Reporting to SVP Xyratex 2007
* Created a quality management organisation across an International company. Turned around the quality image. Set clear communication plans with customers and set out companywide KPIs.
* Divisional Revenue $50 million Reporting to SVP Xyratex 2007
* Introduced a matrix management structure into an engineering centric business. Allowing revenue to increase 30% with only a 15% head count increase.
* Divisional Revenue $40 million Reporting to SVP Xyratex 2004
* Introduced a new business into a Mid-West USA company in a hostile M & A environment in 3 months without business impact to the tier 1 customer. $2Million service revenue.
* Reporting to CEO Teleplan 2001

**Employment Summary**

**June 2016 onwards – HJB Professional Services Limited**

Managing Director of Interim and Program Management Company

**2014 to June 2016 -Seagate Technology PLC (Seagate Purchased Xyratex in 2014**.)

Seagate is an American data storage company with sales of $13.73 billion (2015). Employing 53,000 and with 8 development and 7 manufacturing facilities in 8 countries.

I reported directly to the UK -Vice President

**2001 to 2014 & 1996 to 1999 – Xyratex PLC (MBO from IBM in 1996)**

Xyratex was a UK data storage and capital equipment company with sales ranging from $150 to $650 million. Employing up to 800 and with 4 development and 2 manufacturing facilities in 3 countries

I reported directly to Vice Presidents and Senior Vice Presidents during my two periods at Xyratex

**1999 to 2001 – Teleplan (Teleplan purchased a division of Xyratex)**

Teleplan is a Dutch aftersales service partner to the IT hardware business operating in over 95 countries employing more than 5,000 staff with a revenue of 283.7 Million Euro (2015)

I reported directly to the UK CEO

**Prior to 1996 – IBM Corp Havant UK**

I held a number of engineering management and Business Development roles

**Education and Organisations**

The Institute of Engineering and Technology – Member

The Association of Project Management – Member

The Institute of Risk Management – Associate Member

The Institute of Interim Management – Associate Member

The Chartered Institute for IT – Associate Member

HND – Mechanical and Production Engineering

HND – Business Studies

APMP – 2010

Prince2 - 2016