

Gary White

Managing director

AREAS OF EXPERTISE

Project management

Marketing

Financial management

Product launch

Client retention

Implementing policies

Cost control

PROFESSIONAL

MBA

Prince 2

PERSONAL SKILLS

Commercial acumen

Innovative ideas

Inspiring innovation

PERSONAL DETAILS

Gary White
34 Anywhere Road
Coventry
CV6 7RF

T: 02476 888 5544

M: 0887 222 9999

E: gary.w@dayjob.co.uk

DOB: 12/09/1985

Driving license: Yes

Nationality: British

PERSONAL SUMMARY

A results driven, self-motivated and resourceful managing director with a proven ability to develop and strengthen management teams in order to maximise company profitability and efficiency. Experienced leading and growing all sectors of a business to make it a dynamic and progressive organisation. Possessing excellent communication skills and able to establish sustainable and profitable relationships with customers, suppliers and stakeholders across the world.

Now looking for a new and challenging managerial position, one which will make best use of my existing skills and experience and also further my personal and professional development.

WORK EXPERIENCE

IT Consultancy Firm – Coventry

MANAGING DIRECTOR June 2008 - Present

Responsible for the day-to day running of the business with a particular emphasis on sales and business development. Making sure that the business continues to grow by way of developing new clients whilst maintaining its existing customer base.

Duties:

- Identifying, developing and directing the implementation of business strategy.
- Cultivating the companies reputation in the market & with customers & suppliers.
- Involved in planning & organising the organisation's activities to achieve targets.
- Responsible for the Profit & Loss responsibility for the business.
- In charge of leading, motivating and developing the management team.
- Liaising with officials of government departments and regulatory bodies.
- Managing multi-disciplined teams and resolving any conflicting priorities.
- Developing business plans and preparing comprehensive business reports.
- Improving margins and maintaining a high quality service to clients.
- Reviewing, refining and developing the strategy and direction of the company.
- Building client relationships that result in revenue and profitability growth.
- Responsible for the companies health and safety and legislative adherence.
- Creating and maintaining links with other trade and professional associations.
- Keeping control of business expenditure, ensuring it's within agreed budgets.

KEY SKILLS AND COMPETENCIES

- Strong leaderships skills in board governance, new business development.
- Comprehensive understanding of financial management principles.
- Entrepreneurial with commercial acumen and excellent management skills.
- A motivated team player who is results driven.
- Results-oriented with a positive outlook, and a clear focus on high quality and business profit.

ACADEMIC QUALIFICATIONS

BA (Hons) Management

Nuneaton University 2005 - 2008

A levels: Maths (A) English (B) Technology (B) Science (C)

Coventry Central College 2003 - 2005

REFERENCES – Available on request.

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