

# Peter Fawcett

FM Foods  
Unit 5d Southwick Ind Est  
Sunderland  
SR5 3TX  
07834 343 662

## PROFILE

An experienced Managing Director with a track record of profitable business development. A hands-on business leader with the ability to build and motivate teams to achieve challenging objectives. Able to combine key functional tools with strong analytical and problem solving skills to ensure success.

## EDUCATION

1984 BSc: Environmental Studies, Sunderland University

1986 MSc: Ecology, Sunderland University

2005 INSEAD – Social Entrepreneurship

## KEY SKILLS

**Strategy and Business Planning** – ability to set and achieve medium and long-term goals

**Financial Management** – budgeting, data analysis and overall control of fiscal matters

**Production Management** – setting of production targets and management of efficient procedures through the production team

**Warehousing & Distribution** – management of key customer accounts. Good understanding of legal issues in contract negotiation

**Human Resource Management** – dispute resolution and direct management of key personnel

**IT** – Good knowledge of MS Office and of SQL programming

**Purchasing** - good understanding of international purchasing issues. Competent negotiator in capital procurement

## CAREER SUMMARY

### 2001 – present FM (Foods) Ltd

Rapidly growing Fair Trade accredited food manufacturer specialising in dried fruit and snack bar products, supplying health food retailers and wholesalers. £1.85m turnover / 30 employees.

### Managing Director

Responsible for the day-to-day management of the business with specific responsibility for finance, purchasing, HRM, IT, planning, production and distribution.

- Developed the strategy and infrastructure that has enable the business to increase sales by 48% and net profit by 200% in the last financial year.

- Negotiated £1 000 000 of profitable contract manufacturing and packing business in the past 2 years.
- Achieved a continuous improvement in the cost to sales ratio in a growing business.
- Raised new finance to fund expansion.
- Improved manufacturing efficiency achieving a 10% reduction in direct costs.
- Enabled the achievement of IIP and BRC accreditation.

### **1993 – 2001 FM (Foods) Ltd**

#### **Director**

In conjunction with Richard Friend the founding director, managed the development and growth of the business.

### **1987 – 2000 The Wool Centre**

North east based chain of 5 retail stores specialising in the sale of knitting wool and related products. £500k turnover / 15 employees.

#### **Managing Partner**

Responsible for managing all aspects of a family owned business.

- Negotiated the purchase of 2 retail units in prime retail developments
- Maintained sales and profitability in a declining market.
- Undertook all aspects of financial management
- Negotiated the sale of the business, achieving an excellent return for shareholders.

### **PERSONAL**

**Age 42**      **Married**

**Interests** Cricket, squash, cosmology, cooking.