

## KEY SKILLS Jamie Lumsden

Jamie is a general manager with a strong sales pedigree. His speciality is in growing technical niche international businesses.

His sector experience, spanning 30 years, includes precision engineering, miniature rotating components used in defence avionic systems, test instrumentation, industrial controls, computerised accounting systems, personal protective fire-fighter apparel and equipment, metrology machinery, lightning protection systems, specialist rotating components and bespoke modular computer boards.

Jamie speaks good French and conversational Italian. He has directly managed businesses in France and Germany and has also worked for a US company as their VP Marketing Europe and Managing Director UK.

His selling experience ranges from covering just three streets in Edinburgh to a world-wide market responsibility. He has sold directly and has also managed distribution channels, both domestic and international. Jamie personally closed and managed a technology transfer deal into a factory in China. He has worked at many levels ranging from shop floor, through purchasing organisations, to PLC main board Directors.

His corporate general management expertise is with full-function operations including sales, R&D, production, HR and accounts. He has 16 years of hands on experience, working at Managing Director level, in small to medium enterprises, and on three occasions has successfully turned the business from loss to significant profit.

Jamie specialises in sustained profitable growth and, if required, business turnaround. He addresses fundamental issues including material price reductions, manufacturing efficiencies, product repackaging and cost saving, debtor and creditor control, stock re-profiling and sales channel evaluation. If necessary, he seeks improvements in cash efficiency, encourages the creation of new products and targets fresh market opportunities. On several occasions Jamie has stabilised a business, affected change where appropriate, encouraged a climate of new idea generation and then offered the management a way forward, armed with effective fresh strategies.

Jamie was trained and has worked in blue chip organisations such as Plessey, Ferranti, Standard Telephone and Cable, Racal and British Olivetti. His CV demonstrates sustained success from a young graduate electronics engineer through to executive appointments.