

Chris Smith

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Personal Statement

Aim: - **To achieve something positive and make a difference by the end of each day.**

A self-motivated and proactive project manager with over 18 years' service within defence and security markets with relevant commercial experience of interpreting and relating customer requirements, cost estimating, bid and proposal management and global business development. Experienced in the preparation and presentation of management reports, proficient in the use of MS Office and have a proven track record of building good working relationships with internal teams, customers and key stakeholders.

Key Skills

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- **Planning and organisation** – proven background in delivering projects within agreed budget and timescale to key defence clients. Involved in delivering a wide range of manufacturing and engineering projects throughout the full project lifecycle. Demonstrated by the delivery of a multi-million GBP contract for training equipment required to support the introduction of a new weapon system for the UK MoD. The programme was managed from initial discussions with the customer through, proposal submission, design, industrialisation, qualification and successful delivery of series production phases of the programme. A key customer requirement for this contract was the compliant introduction of an Oregon Productivity Matrix to monitor and report product quality, on time delivery and contract performance.
 - **Relationships and opportunity identification** – starting from scratch I identified and approved a number of sales partners in target territories and established relationships with partners and end users, enabling us to influence requirements, resulting in order intake of £8m over a 5 year period.
 - **Engineering background** – Enables me to grasp top level requirements and specifications and relate those in terms that can be understood at all levels within the business and end user communities alike. Focusing on the key features, USP and using that knowledge to write compelling text.
 - **Negotiation** – used to negotiate favourable terms and conditions that are mutually beneficial to the business the customer and the end user.
 - **Bid management** - including liaising with other departments in order to collate relevant inputs including technical detail used to create and submit compelling, compliant and accurate proposals delivered on time in response to Customer tenders. Proven successes via the award of multiple contracts for the design, industrialisation, qualification and or supply of new products that have now entered service with defence forces globally.

Employment History

Business Development Executive, Chemring Energetics UK Ltd, Wiltshire

(November 2014 – Present)

Type of Business: Design and manufacture of high reliability, safety critical products and systems that utilise energetic materials (explosives & propellants) for the defence, security and commercial markets.

Previous Positions: Key Account Manager From and To: February 2010 to October 2014
 Proposals Manager From and To: February 2009 to February 2010
 Project Manager From and To: April 2001 to February 2009

Achievements and responsibilities:

- Develop personal and professional relationships with key influencers, decision makers and sales partners within nominated territories
- Communicate and work with internal resource managers to ensure contract requirements are understood and that customer requirements are delivered within time and budget constraints.
- Preparation of compelling technical and commercial proposals to meet Customer requirements and timescales
- Provide accurate order intake and sales forecast via CRM system that meet or exceed agreed budgets.

Production Controller, PBSI Ltd. trading as P&B Weir Electrical, Wiltshire

(September 1988 to April 2001)

Type of Business: Design and manufacture of electrical-mechanical safety and protection equipment for the electricity generating and distribution industry

Achievements and responsibilities:

- Personnel management of the production team, consisting of skilled and semi-skilled colleagues, including recruitment, selection and subsequent employee welfare.
- Create, maintain and report on the production plan to meet customer delivery requirements
- Control of a parts inventory in excess of 10,500 items with approximately 60% held in stock, including goods inwards, stock security and the despatch of finished products.

Career History, Qualifications and Training Record

2019 June	Capture Planning Course
2009 November:	Proposals Writing Course
2007 November:	Lean Six Sigma and Risk Assessments Courses
2005 October:	Managing Successful Projects Course
2003 April:	Internal Auditor Training Course
2001 June:	Explosive Awareness Course (4 day)
1999 – 2001:	Volunteer Trustee and Vice Chair, Avon Vale Training LTD (Reg. Charity)
1995 – 1996:	B/TEC Diploma in Management Studies (DMS).
1994 – 1995:	B/TEC Certificate in Management Studies NVQ Level 4 (CMS).
1993 May:	Avon Vale Training Ltd. Three-day Supervisory Course
1979 – 1984:	Four Year Craft Electrical Apprenticeship deeds signed off. B/TEC National Certificate. E.I.T.B. Certificate of Craftsmanship. Promoted to Charge-hand Status. E.I.T.B. CRAFTTEX Competition Southwest Region 2nd O/A. City and Guilds E.E.C.S part two. E.I.T.B. First Year Training Certificate and Modular Training, modules G25 & G26. City and Guilds Electrical Eng. Skills Test Grade B2. City and Guilds B.E.C.S part one. Passed.
1974 - 1979	Trinity Secondary Modern School Bradford on Avon Wiltshire 7 CSE. Passes

Hobbies & Interests

- Cars, driving and all forms of motor sport
- Collecting Wade ceramic animals dating from the 1930's to 1980's
- Visiting Antique and Collectors Fairs

References

References available upon request