

Simon Smith – Pen Profile

1. Career

Simon Smith is retired from Sun Chemical, a multinational with annual sales of \$7.5 billion, engaged in supplying surface coatings and ancillary products to all areas of the printing industry. Over a 39-year career he held management positions in technical, manufacturing, commercial and sales aspects of the business. As business director for UK packaging he was responsible for the strategic development of the business, controlling \$40m of sales with associated profitability and providing technical support for accounts throughout the UK and Ireland. As commercial director he produced and negotiated multi-site sales contracts to provide strategic partnerships with major European key accounts. He also introduced and developed a centrally controlled pricing strategy which increased profitability throughout the business. In his final role in charge of the distributor network, Simon worked with other senior managers on a major restructuring project to enable the majority of customers in UK, Ireland and the Nordics to be moved from direct, to distributor supply in each geographical area while maintaining sales and profitability.

Simon has many years of experience in the UK and throughout Europe, managing teams and working with direct customers and distributors to build mutually beneficial strategic business relationships.

2. Other responsibilities.

- Staff training and performance management
- Recruitment and mentoring of staff at all levels
- Sales and profitability responsibility for each sector being managed
- Champion of site and customer quality system 5S
- Commercial presentations to senior management, sales, technical and operational staff
- Cost reduction and efficiency improvement programmes for the company and its customers
- New incentive schemes for sales team
- Reliable team member
- Confident to work independently
- Vice President of local Lions Club involved in fund raising and providing support to local charities and good causes.

3. Transfer of knowledge and skills

- Business
- Organisation Development
- Strategic Partnerships

4. Priority strengths linked to the Trustee job description

- Contribute to the development of the trust's future strategic goals
- Ensure the trust establishes key objectives and control and management frameworks to deliver the agreed plans
- Lead or participate in relevant board committees or task groups of the trust
- Work as part of a team accepting shared responsibility and accountability
- Work with other directors in a supportive, helpful and constructive way