
Summary of Experience

William Beck is an international business management consultant with over 22 years experience primarily of performance improvement and major change management within blue chip companies and large public sector organisations, which has followed a successful engineering design and management career in the UK's leading shipbuilding and defence contractor. Will's consulting expertise has been successfully applied throughout all areas of operations throughout the full value chain of those businesses, and recently in the front line operations of a large nationwide public sector organisation. His strong programme management skills built on a base of excellent communications and mobilisation expertise have enabled repeated successful delivery of performance improvement in some of the most complex change programmes in diverse cultural environments to strict deadlines. An empathetic manager who places great emphasis on people and team development, Will has had extensive exposure to senior management and executives of the largest corporations.

Selected Accomplishments

- Spent 3 years working with the leading global manufacturer of Marine equipment to dramatically improve their overall global supply chain efficiency from long term forecasting through all planning and purchasing processes to manufacture and delivery of finished product; During 3 years worked for extended periods in each primary location of the supply chain in Norway, Finland, Poland, China and Norway again; Emphasis throughout the programme was to develop local capability based on straightforward processes and visual management tools that enabled sustained levels of record breaking performance
- Overall account relationship responsibility UK's most significant base metal producer with both business process engineering and simultaneous implementation of corporate wide IT systems; Led the total transformation of 40% of overall business, (total turnover exceeding £7bn) to secure P&L performance improvements in excess of £250m pa; Worked with business CEO and Board shaped overall direction for next 3-5 years with particular emphasis on the requisite management measures, processes and behaviours required to make it successful; Developed approach to integrate working practices and systems in the post merger environment when the UK company acquired its Dutch counterpart; Particular emphasis on the cultural elements of such a change situation
- Managed a global purchasing project for global chemicals company that delivered £300m annual savings against expectation of £150m where the project operated simultaneously on 4 continents across 8 international businesses and delivered new corporate behaviours and organisation structure with competencies and capabilities so that 8 months after project completion a further £100m savings had been added.
- Led the design and delivery of a major 18 month project for a South African Synthetic Fibre Manufacturer comprising full transformation of business from product and market segmentation through sales forecasting and planning, internal operations improvement, stores and inventory management and simultaneous implementation of SAP (by 3rd party consultants); Operating efficiencies improved by 3% points from a base in excess of 90%, new maintenance processes and procedures reduced downtime and manning by over 15% each, new team working methods complete with training and capability enhancement were introduced in addition to new business performance management process based on KPIs and balanced scorecard principles.
- Led project improving manufacturing and foundry operational performance by more than 30% for a South African Engine Manufacturer by implementing new production planning and scheduling processes based on proprietary MRP II system and applying Lean Manufacturing techniques to design and implement revised shop floor operating procedures and team management processes enabling the reduction of a layer in the management structure
- Led project to identify and implement engineering and process improvements in the maintenance operations of a major UK rail company resulting in 25% productivity improvement and inventory reductions in excess of £4m. Put in place management processes and trained the management teams to spearhead a long term improvement programme
- Let team to revise operating procedures at a UK hydraulics plant to line up with their implementation of bespoke MRP system so that overall delivery performance and customer satisfaction levels were substantially improved

Educational Background

BSC (Hons) 1st Class, Marine Engineering, University Of Newcastle-Upon-Tyne,
Institution Of Mechanical Engineers, Member, Chartered Engineer