Curriculum Vitae

**Steve Rudd**

My aim in my role with a company is to contribute to the success, profit margin and growth. I extend the good name and services the company offers into the marketplace by being professional, making the important good first impression and build a continued strong relationship with the customer. I like to leave an impression that a company will want to deal with me again. I work under pressure, but also can share the load in the team, offering advice and guidance when required.

**Personal**

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Married, two children

I have a full clean driving licence

**Career**

**Nov 15 to Date**

**Cupa Pizarras**

**Regional Manager NW & Wales**

My role is mixed with both commercial and specification. Selling the range of roofing slate and slate façade to distributors and architects. I also work on new opportunities to grow the business with additional distributors, improving relationships and business with existing distributors is a key part of my role. The area turnover has grown over 11% since Jan 2016 to £2.3m.

* 12 Month business planning for continued growth including additional distributor base and increase in contractors working with the company
* I have an up to date CSCS Site Visitor card

**Nov 13 to Oct 15**

**Metal Solutions Ltd**

**UK & ROI Manager**

Responsible for specification, sales of hard metals, roofing and profiling machinery and systems manufactured by the company. Developing the existing customer relations, but also increasing new business opportunities with potential installers and architects. Strong knowledge of the benefits of hard metal systems from VM, Rheinzink, KME, Aurubis and Aperam.

* Reporting to the directors to report on sales, new business development and work pipeline
* Develop new business supplier relationships with companies in Europe, to aid the supply offering of alternative materials in the UK to customers
* Marketing of products and services into the UK, via trade magazines and social media.
* Company representation at NFRC and FTMRC events

**Aug 2009 to Oct 13**

**Met-Seam Ltd**

**GB Manager**

I work remote from the office in Belfast. My role is to build the brand awareness of Met-Seam and promote the products to potential installers, architects and main contractors. I perform CPD seminars as part of this role. To date I have established 9 installers in GB, creating business above my annual budget of £500,000 in 2012. The business sectors I work in include Residential, Medical, Rail, Education, Hotels and Retail. Clients include Travelodge, Premier Inn, Network Rail to name a few.

* Sole promotion of the company and products into England, Scotland and Wales
* Compete and establish opportunities for an offsite manufactured system, that can outweigh the benefits of a site installed system, including a reduction in labour costs
* Highlight key projects to the media and trade publications where innovative products have been installed, examples being Ebbw Vale College & Swansea Health

**Aug 2007 to Oct 2008**

**Rigidal Systems Limited**

**Project Manager – North**

My role covers both the Contracting and Architectural sectors for the company. I provide a service which includes CPD presentations, NBS and technical advice for clients, QS, architects and contractors. Project tracking and identification of potential projects play a key part in securing work for the medium to long term.

* Focus on standing seam roof systems for retail, education and residential sectors
* Develop relationships with contractors and architects to increase the opportunity of repeat business

The following 9 months I was out of work and carried out voluntary and charity work for local organisations close to where I live. I helped at care facilities, local football clubs, my local farming business, doing various tasks to aid their limited financial outlay.

**July 2005 to Aug 2007**

**Architectural Profiles Limited**

**Business Manager**

I am responsible for the day to day sales and specification growth within the architects and installer marketplace. Providing NBS and technical advice, promoting niche market products along with developing and engineering solutions to projects.

A large amount of my time spent in researching new potential projects and working up system details to aid and assist in early stage designs.

* Working with the Managing Director to assist on system proposals, budgets and manufacturing timescales.
* Liaising with the contract team to ensure products arrive for installation programs, set out by main contractors.

# May 2002/July 2005

**Euroclad Limited**

**Specification Manager**

Working in the major cities in the north and midlands to secure project specifications, I deal directly with architects, specifiers, quantity surveyors and developers to assist in design and offer solutions.

Projects in the sectors of Residential, Private Finance Initiative and Retail are commonplace. Cpd seminars along with National Building Specifications are a major part of my role.

* Product experience in Rainscreen systems, composite panels, secret fix roof and wall systems.
* Promote the benefits of Fireproof core systems to architects and installers

**Haironville TAC**

**UK Product Manager**

Responsible for the sales, specification and product development of Tactray 90.

Co-ordinating a team of two sales managers, carrying out Cpd seminars to architects and local authorities. Direct negotiations with contractor installers.

I developed and achieved purchasing rates for ancillary products along with designing a new application for Tactray 90 in a wall application in conjunction with a rainscreen company.

* Key business wins for a fast track roof system include the Isle of Man hospital and Scotland’s Theme Park, Hamilton. Projects totalled over 12000m2

# Jan 1996/Mar 1999

**Redland Roofing Systems**

# Technical Sales Manager – Greater Manchester

Promoted to a larger area.

Of significance to the company due to there being a manufacturing plant in the county. I was working on projects specific to the growth & profit of the company, reporting progress direct to the MD.

These projects included PC training, waste management and continuous sales improvement.

My role also required me to maintain links with contractor accounts and develop new business in the contracting and merchant sectors. Represented the company at National Federation of Roofing Contractor events.

* I have attended management courses to aid and assist the development of team members, I also carried out Cpd seminars
* Waste management contact to improve company efficiency, directly related to each account

# Nov 1994/Jan 1996

# Redland Roofing Systems

**Technical Sales Manager**

Part of the Northern Counties Team, working with an internal account manager. Responsible for the existing account base and the development of the area. Promoting the use of dry fix roof systems.

* Awarded the National sales award for 1995 for contribution, sales and profit.

# Jan 1994/Nov 1994

**Asphaltic Roofing Supplies**

**Assistant Manager**

Office environment, working with the branch team to maintain current account base, establish new business in the roofing contractor and merchant sectors.

* Liaise with customers externally to promote service and wide selection of products
* Sell the benefits of dealing with smaller merchants, who can order small quantities and delivery can be made direct to site

# Nov 1992/Dec 1993

**JD Raynes Ltd (Builders Merchants)**

**Joinery Sales Manager**

Sales and buying of joinery products, direct involvement with face-to-face clients. Arranging of stock levels and delivery of materials into the branch.

* Provide a link from a manufacturer to merchant with existing product knowledge and coding systems

# July 1987/Oct 1992

**Boulton & Paul Joinery**

**Assistant Manager**

# Office based, administration and sales. Direct selling to local authority, house builders, both national and independent. Negotiations took place at buyer level for annual supply contracts.

**Interests**

FA Level 3 Football Official

Hiking

Learning to speak Spanish along with basic French language knowledge

# Education

Parklands HS, Chorley 1979/1984

English O’level

Mathematics CSE

Metalwork CSE

Woodwork CSE

Physics CSE

Chemistry CSE

Runshaw College, Leyland 1990/1992

OCA Computer Studies

Member of the Institute of Sales & Marketing Management MinstSMM

**Internal Company Training**

**Redland**

Basic Roof Tiling Level 1 & 2

Basic Estimating Level 1

Sales awareness and closing the deal Level 1

Core Management skills program

**Metseam**

Metal façade design and roof estimating

Practical standing seam installation