
A results-driven facilities management (FM) leader with extensive experience across client-side, supplier-side and consultancy roles. A proven strategist and trusted advisor, I drive transformative change, delivering operational excellence, significant cost savings and best-practice solutions that elevate organisational FM functions. My leadership generates measurable and sustained business value, streamlining operations and optimising performance.

I have also held directorships and board positions at IWFM and IFMA and have served as a tutor at the College of Estate Management. I thrive in both strategic and operational environments, leading transformation projects that generate measurable business impact.

- Facilities Audits and Reviews
- FM strategy/policy development
- Procurement/tender management
- Contract Management
- Leadership and people management
- Stakeholder Management
- Project Management
- Property Asset Management
- Property Compliance Management
- Sustainability/ESG

Specialisms

- Developing and implementing FM strategies and operating models that reflect best practice, meet business need, address sustainability targets and derive best value for the organisation.
- Directing comprehensive facilities operations including functional & team management, financial management and control, statutory/regulatory compliance, contract management and tender management/procurement
- Managing complex supply chain models, including the establishment of proven performance management systems and scoping/implementing meeting and reporting regimes to ensure contractual compliance and provision of meaningful MI.
- Maximising company growth and profitability by effectively controlling costs, cultivating opportunities, and introducing targeted process improvements.
- Fostering productive relationships with clients, internal stakeholders, teams, external partners and regulatory officials while building multi-dimensional teams capable of operating across multiple organisational levels.

Strengths

- Broad experience and comfort in both strategic and operational roles
- Visionary, results oriented leader
- Deep sector knowledge through client, supplier and consultancy track record
- Proven management/people-management record
- Strong record of transformation, operational efficiency and target achievement

Current Employment

January 2006 to present day (see period April 2021 to May 2025 below): Managing Director, Edifice Limited

Edifice is an independent facilities consultancy providing high quality, impartial advice to blue chip clients on strategy and operations as they affect their business infrastructure. As Managing Director, I am responsible for:

- Setting strategy
- Business development
- Operational delivery
- Consultancy activity
- Systems, processes and policy development

Within this role I have a record of interim leadership and management support that resulted in measurable benefit to client companies, including:

- NHS Business Services Authority
- The London Stock Exchange Group
- Colt Technology Services
- LCH Clearnet

- The Department for Work and Pensions
- Ladbrokes
- Microsoft
- Oracle

Previous Employment History

April 2021 to May 2025: Head of Facilities Management, Allianz Insurance plc

Allianz Insurance plc is the UK arm of the Allianz group and comprises some 20 properties/7000 people across England, Scotland and Wales. The facilities remit has a budget of circa £7m per annum, and on commencement of the role there were some 19 contracts in scope and an in-house team of 26 heads. However, in addition to BAU accountability for FM service delivery across the estate I lead/managed an open market tender in 2023/4 which:

- Delivered savings of £6.25 million over 5 years (18% of previous spend)
- Consolidated 19 FM supply contracts into 1 single source solution
- Resulted in 21 FTEs being transferred to the supply chain in accordance with TUPE regulations (all retained)
- Established a right-sized and effective Intelligent Client Function
- Exceeded all targets agreed with the UK Board by significant margins
- Was seamlessly and successfully mobilised and transitioned with no failures or noise from the business

October 2003 to December 2005: Customer/Account Director, Taylor Woodrow FM

This role incorporated both business development and key account management responsibilities. Key account management responsibilities included:

- Client relationship management
- Delivery of P&L
- Line management of staff
- General contract management.

May 2001 to October 2003: Operations Director, Edifice Limited

Edifice is an independent facilities consultancy, providing high quality, impartial advice to blue chip clients on strategy and operations as they affect their business infrastructure. As well as input into Edifice's strategic alignment through a position on the Board, the role included:

- Hands-on management of major consultancy projects
- Direct management of the consultancy team
- Development of operational and quality processes and systems
- General business development activity.

Professional Qualifications & Memberships

- Postgraduate Diploma in Facilities Management – College of Estate Management Prize-Winner 1999/2000
- Certified Facility Manager – IFMA examinations passed with distinction February 2003
- Certified Member of The Institute of Workplace and Facilities Management (previously BIFM) – Certified status awarded 2011
- Director/Council member of the British Institute of Facilities Management (2002-4)
- External Tutor to Post-Graduate Diploma in FM (College of Estate Management, 2001-4)
- Director/UK Board member of the International Facility Management Association (2000-7)
- Winner, FM Partnership Awards 2002
- Joint winner, EuroFM Partners Across Borders Award 2008