



Alan Latham CV

Managing Director Deshel

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## PROFILE:

Many years experience in developing and deploying strategic projects enabling leadership to achieve maximum stakeholder value. I have been a Government advisor on foreign investment, innovation and economic strategies as well as an advisor to many of the "Top 50" Global companies.

Strong relationship skills, superior track record in multinational business development and business capture, successfully and progressively performed in Financial Controller, General Management, Corporate Development and CEO positions helping organisations achieve sustainable business growth and maturity, reducing risk and building shareholder value.

An enthusiastic and energetic professional (MBA, FCMA, BA) who enjoys the challenge of and has a reputation for finding innovative solutions to complex business problems.

## NOTABLE ACHIEVEMENTS

I have carried out many successful assignments here are some notables:

- **Advised the Board of Merck Pharmaceuticals USA** on developing new products and reorganisation & Growth strategies, during this time Merck:
  - launched an unprecedented seventeen new drugs
  - increased revenues from \$15 billion to nearly \$50 billion.
  - divested non-core businesses, including a specialty chemicals group,
  - expanded significantly internationally, becoming one of the top U.S.-based pharmaceutical businesses in Europe
- **Advised Ford USA** supply chain strategy and manufacturing excellence. During this time Ford:
  - formed a single global enterprise, under "Ford 2000" project, that helped deliver more than a dozen consecutive quarters of improved earnings;
  - increased market capitalization more than threefold to \$70 billion;
  - delivered total shareholder returns in the top 25 per cent of s&p500 companies;
  - reduced costs by more than \$5bn, enabling ford to become the world's most profitable mass-automaker by 1999;
  - derived earnings from the entire supply/retail chain including customer service, aftermarket parts and extended service support (a first for automotive manufacturers);
  - led the development of global cars such as the focus and fiesta, where a revamped product development process became a key competitive advantage
- **Developed global supply chain strategies for Ford tier one suppliers** and directed implementation
  - Developed \$7 billion in international acquisitions to globalise supply chains
  - Developed diversification strategies to broaden and grow revenues
  - Developed government alliances and acquired FDI incentives in Europe
- **Directed UK Dept. of Trade & Industry** Merseyside Development Corporation in on foreign direct investment, innovation & economic development strategy. *During this time the corporation:*
  - created or safeguarded 100,000 jobs
  - created 23,000 new businesses
  - reclaimed 4,700 ha of Brownfield land
  - levered over £1 billion private sector investment
  - 7.6m sq.ft. of non-housing development and 486 housing units were built..
- **Advised South African and New Zealand Governments on foreign investment strategy**
- **Merged and owned 3 innovative design and engineering companies**, developed 15 patented products in the medical, security and electronics sectors, exited by trade sale for \$8million plus ongoing royalties.
- **Conceived and developed and owned, a niche financial services company**, over 400 clients including, Top Global 500 and exited with a trade sale of \$20 million.
- **Developed over 20 International start-ups**

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## **BUSINESS EXPERIENCE**

2009 - PD	Managing Director, Deshel Pty Ltd.
2007 - 2008	Chief Consultant, Thales Group Australia
2002 - 2007	Managing Director, Deshel Pty Ltd.
2000 - 2002	Executive Vice President, Management Consulting Group PLC, Australia
1998 - 2000	Head of Corporate Strategy Service Line – KPMG
1990 - 1997	Managing Director, Global Consulting Group – USA
1994 - 1997-	Inward Investment Director for U.K. Dept of Trade & Industry
1987 - 1990	Joint Managing Director Director of Zenith Pty Ltd
1986 - 1990	Chief Executive Officer, Idec Limited, South Africa
1984 - 1986	Program Director, Anglovaal Limited, South Africa

## **PREVIOUS POSITIONS**

- Corporate Business Manager, CWS Limited, UK, \$Multi billion conglomerate
- Commercial Director Howorth Holdings
- Financial Controller Bond Worth Ltd

## **EDUCATION/OTHER:**

**MBA**, CWS/ Manchester Business School (UK) in-house  
**FCMA**, Institute of Chartered Management Accountants (FCMA)  
**BA** National Certificate in Business Studies (Distinction), Bolton Institute (UK)  
**Post graduate** studies in Behavioural Science – Harvard DBA program  
Certified management consulting practitioner, ICMA  
Internationally accredited business process reengineering practitioner, KPMG