

Julian Blackmore

MIBC CMC MIBA

An internationally-experienced business improvement specialist with proven ability to operate effectively from boardroom to shop floor and communicate, inspire and influence to deliver real, measurable results and sustainable improvement.

KEY SKILLS

Quality & CE Marking

- Leads WLP's dedicated team which has helped almost 50 clients achieve CE Marking
- Devised, installed & effected the introduction of and certification to ISO 9001 for various organizations.

Sales and Marketing

- Market Research & Marketing Planning
- Marketing and Sales Planning.
- Customer service benchmarking and unobtrusive testing/mystery shopping.

HRD/Remuneration Benchmarking

- Recruitment of senior managerial positions.
- Organisational Development and Change Management including remuneration benchmarking.

Income Generation

- Returned a loss-making pub/restaurant to profit during the height of the recession
- Increased income for a Borough Council – the only council to reduce Council Tax that year
- Worked as part of the team which assisted an East of England Police force to establish Income Generation feasibility.

Business Planning and Development

- Feasibility study to reinstate a closed railway link.
- Practical plans which enabled a construction manufacturer to successfully launch a new product line and later increase profitable sales across their range during the recession.
- Mentoring for a sports leisure company.

References to illustrate skills and experience

Julian has worked with a number of SME's and public sector Clients covering a wide range of disciplines. He is a full Member of the Institute of Consulting and a Certified Management Consultant, the only internationally recognized management consultancy qualification

CAREER HISTORY

Julian's formal business career began as a management trainee with a giftware wholesaler. In 1977 he was appointed Commercial Officer with the British Consulate-General in Edmonton, Canada, where he was responsible for helping promote and develop British exports to the provinces of Alberta, Saskatchewan and Manitoba. He later joined an international trade development firm, arranging joint ventures, licensed manufacturing agreements and other co-operative marketing arrangements between Canadian and European companies, returning to the UK in 1981

In 1987 Julian embarked upon a career as an independent management consultant.

PERSONAL INFORMATION

Julian resides with his partner in a small village near Norwich, Norfolk. He served on his Parish Council for nearly 14 years, including five years as Chairman and as founder-member and a volunteer rider for SERV Norfolk, a charity which provides free emergency transport of blood and vital fluids for the NHS. Leisure interests include beekeeping & riding large motorcycles for long distances.

CONTACT

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