



Adam Hoyle FCMA

Professional services experience



Supporta PLC Group Strategy Director

Leading national provider of outsourced professional consultancy and IT services to the public and private sector. Civil and structural engineering, housing and regeneration to social housing providers and local authorities; and domiciliary care provider to social services throughout the UK

Projects Delivered:

- Managed major tenders for domiciliary care into Local Authorities.
- Managed major tender to secure 10 out of 15 available preferred supplier contracts for architecture and engineering services to social housing providers/RSLs, and regeneration services on a government procurement hub.
- Bid director for Catalyst framework on GIS and land referencing capabilities.
- Oversaw IT systems sales to NHS from in house PAS /clinical software team
- Managed and integrated 3 acquisitions into the Group structure – to include all HR issues, transition and finances. (Consulting Engineers, Document Management Company, UK's major Land Referencing and GIS organisation)
- Supported CEO and Group FD on business planning, strategy and corporate finance issues, (equity placing and senior debt)
- Introduced a key account management program for major customers



Tribal plc Group Business Development Manager

Leading provider of professional support services to the UK public sector, operating principally in the education, health and social care, and local and central government sectors. Group currently has close to 2,000 employees within its 4 divisions, a turnover in excess of £200m and is fully listed on the London Stock Exchange.

Member of Group Executive Board, responsible for customer relations and partners/suppliers across all 6 operating divisions. Supported the company strategy to divisionalise and integrate all internal businesses. Managed up to 15 concurrent major projects.

Projects Delivered:

- Interim sales and marketing director for £100m IT division
- Project Director for Tribal's response to the government's "Building Schools for the Future" program, working with main contractors, financial institutions and educational experts. A major £45bn government infrastructure programme that will transform and improve almost every school in the UK.
- Project Director for a partnership opportunity with Ofsted (Schools Inspection body) that positioned the company as a major provider of school inspection services in the UK after facilitating the closing and management of a £50M contract.
- Generated £2M in annual revenues after successfully bidding for and securing a contract with the Home Office's Active Communities Directorate to promote and disperse grants for community projects spanning across racial and ethnic groups. Included web portals, marketing and business case reviews, payments and post audit.
- Project Director for the company's successful drive to qualify in the government's main procurement hub, the Office of Government Commerce's CATALIST Program. Ensured Tribal Group's placement in 30+ different

professional services categories covering management consulting, engineering, architecture, strategic advice and recruitment.

- Managed six post acquisition audits and turnarounds for under performing acquisitions



**Hyder Business Services Group Ltd
Group Business Development Director**

Progressed to a senior position as the business grew fast. Main issues were the complex projects and contracts that were secured. A high level of financial knowledge and understanding was required as the contracts range in size up to £900m and included substantial investment in property, people, and technology and change management.

Projects Delivered:

- Managed all major contractual issues, dealt with lawyers on both sides and presented and sought approval from investors and shareholders, banks and unions/staff representatives.
- Supported Board on corporate finance initiatives such as debt for equity swaps, sale to private equity group, acquisitions and divestments.
- Project Director for 9 successful major PFI/PPP SAP led change programs (£1.4bn contractual value), working through from bid, to tender and beyond into first phase operations. Experience of major government infrastructure procurement, TUPE, operational transition and start up. Contract size ranged from £100m up to £900m and up to 2,600 staff at each contract/business unit.
- Oversaw the creation and development of a shared service hub, which processed complex financial claims for 9 government organisations.



**Hyder plc
Project Accountant**

- Provided project accountancy to major systems development projects. Projects ranged from £1-2m up to £80-100m. Prepared all financial reports and presented on key issues and managed project office.
- Worked on SAP implementation on User side helping on project accounting and coding/cost code structures.
- Prepared complex spreadsheets and controls on post acquisition finances – Following the acquisition of Swalec by Welsh Water. Presented to key finance individuals all reports and analysis.

**Golden Vale plc
Systems Accountant**

- Reported to UK Finance Director and led on all systems implementations and developments. Supported the EDI projects with major retailers, provided support on operational systems such as depot management, stock control, and franchisee management.
- Worked in Group finance function supporting at month end and year-end. Deputised for financial accountant.



**Chase Manhattan Bank/Chemical Bank
Management Accountant**

- Reported to UK VP Finance preparing the daily Net Investment Income figures for the bank. Supported management accountants with spreadsheet skills and analysis.
- Supported transition of multiple systems over to new system.



ICI Management Accountant

- Progressed through finance functions, covering payroll, cash and treasury, monthly accounts and systems.
- Works Accountant at major chemical plant, headed up team of 20 staff covering all finance functions.

Education

- BTEC Finance (Distinction)
- Higher National Certificate in Business Finance
- CIMA – Fellow of the Chartered Institute of Management Accountants 1-5XW1QY

Professional Development

- PRINCE2™ Practitioner Course 2004
- Mandarin and Chinese culture studies, UWE Bristol University 2006 to 2009
- Clear Enhanced CRB check · Approved Foster Carer