

# CURRICULUM VITAE

**Matthew Fordwick**

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Email

## PERSONAL PROFILE

*Asia-centric (Mandarin speaking) General Manager • People focused – results oriented • MBA equivalent*

- A technically-solid (**Marine**) **Executive**, with up-to date technical know-how
- Successful in high-visibility **strategic, leadership** roles. Asks for 'value-added' at all levels
- Strives to understand the customer's perspective and creatively offers effective **business solutions**

## CAREER OBJECTIVE

*I aim to leverage my extensive marine/technical project experience and decision-making skills against business opportunities in Asia. I will grow the regional operations (sales, profits, production, or customer-base) of a world-class product and/or service provider.*

### General Manager (Interim). SRS Oil Spill Response Co. Ltd., Shanghai

*Set up j.v. organization, processes • Manage all resources • Profit and Loss responsibility Feb 2012 to April 2012*

#### Headline activities

- Ensure organization oil spill response readiness – equipment, procedures, manpower, training, drills
- Project Manage office set up, warehousing, procurement and guarantee performance of sub-contractors.
- Develop financial control and reporting systems. Assume p/l responsibility, and report to Board of Directors

### Head of Quality and Business Assurance, Asia Pacific. Germanischer Lloyd AP, Shanghai

*Effective use of resources • Risk analysis of key services and processes July 2008 to Jan 2012*

#### Business improvement responsibilities

- Define the 'critical to quality' needs of clients, and be the voice of the customer
- Design and Project Control process and functional improvements to deliver quality and economic benefit

#### Significant wins

- Reviewed WIP, and initiated action to manage worst-performing projects (estimated 4 million euros recovered)
- Raised awareness of ROI as it relates to internal processes: e.g. Management Review procedure redefined as an improvement tool, generating 1500 separate customer-benefiting actions each year in AP

### Senior Project Manager, S. Korea. Lloyd's Register Asia, Busan

*Project Manage ship construction for LR's no.1 client • Manage stakeholder relationships June 2007 to June 2008*

#### Project management and service delivery responsibilities

- Deliver a quality service on 20 ship, USD 5million, new building project
- Manage multi-disciplined, cross-cultural team – deploy resources, drive development

#### One-year achievements

- Reduced manning needs by 1-in-6 saving USD 100k/year while maintaining technically sound project control
- Improvements in project man-hour data capture, allowing more accurate future quoting and pricing functions (estimated 10% cost reductions, signifying 100% plus profit increases on low margin sales)

# C U R R I C U L U M      V I T A E

## **General Manager, Central China. Lloyd's Register Asia, Shanghai**

*Strategic planning • Deliver profitable projects • Penetrate world's fastest growing market*

*2005 to 2007*

### **Managerial Responsibilities**

- Quote and negotiate contracts, including terms and technical details
- Oversea Project control, meet project schedule, quality, cost metrics
- Monitor and report monthly on Project KPI's

### **Notable achievements**

- Produced and implemented client penetration and acquisition plans top 7 shipyards in Central China.
- Introduced load/capacity planning to operations in China. Achieved efficiencies amounting to 1-in-7 staff

## **Global Manager, Condition Assessment Services. LR Consultancy Services, London HQ**

*Build and communicate brand awareness • Drive organic sales growth • Innovate*

*2003 to 2005*

### **Role emphasis and medium term targets**

- Analyze the market for both commodity and high-value consultancy services
- Innovate service improvements and differentiate services from those of the competition

### **Achievements**

- Rationalized keystone service, removing a specialized but obsolete resource constraint, cutting costs by approx USD 500k in 1<sup>st</sup> year
- Established 'devolved' offices in strategic locations; Southampton, Piraeus, Houston, Singapore, achieving gains in operational efficiency and levels of service. 15 man HQ team dissolved, and costs recouped

## **Various Project Management positions. Lloyd's Register, Croatia, USA, S. Korea**

*Excellence in service delivery • Continuous improvement of procedures • Personal development*

*1985 to 2003*

### **Typical Responsibilities**

- Foster smooth stakeholder cooperation and customer satisfaction - high asset value projects
- Project management – resolution of complex technical problems under severe time constraints
- Day-to-day operational management of multi-national site teams

### **Achievements and significant experiences**

- Exposed to increasing levels of commercial responsibility and risk management
- Proud record of fostering superior client and team relations
- Embraced the challenges of multi-cultural living and working conditions in Europe, N. America and Asia

## **EDUCATION AND VOCATIONAL TRAINING**

- Lloyd's Register's Management Development Program – UK, part-time, 2001 to 2003
- Diploma in Welding Technology, North Tyneside Technical College – 1985 to 1986
- 1<sup>st</sup> Class BSc (Hons) Mechanical engineering, University of Newcastle upon Tyne – 1982 to 1985
- UK Merchant Marine Cadetship (sponsored by Texaco) – 1978 to 1982