

RICHARD HUNT

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Influential IT Professional possessing a proven track record of success delivering IT projects on time, to budget and quality. A results orientated inspirational leader and outstanding team player, committed to succeeding through creative thinking, customer focus and the design and delivery of innovative solutions that deliver business improvement and maximise profitability. Both adaptable and flexible, possessing initiative and strong analytical, problem solving and decision-making skills together with excellent communication skills. Determined and commercially aware seeking a challenging role within a progressive organisation.

KEY SKILLS

- **Strategic Thinking:** Strategic vision, ideas development, forward planning, research, analysis and evaluation, problem solving and resolution, integrated management, business objectives focused.
- **Business Development:** Change management, business turnaround, creating new opportunities, understanding business drivers.
- **Operations and Logistics:** Issue identification, feasibility studies, supply chain management, improving productivity and time efficiency, reducing costs, project management, resource measurement, developing quality standards and installing best practice.
- **People Management:** Communications at all levels, motivating, encouraging, coaching, training and development, influencing, recruitment, conflict management, identifying individuals' strengths, facilitator and builds trust.
- **Customer Relationship Building:** Negotiation, persuasion, client needs identification, business benefits, focused targeting, customer analysis, improve customer satisfaction.
- **Financial Planning:** Forecasting, full P&L responsibility, budgetary control and profit improvement
- **Market Positioning:** Strong market awareness, new channel identification and market analysis.

TECHNICAL EXPERTISE

Languages

- ASP
- VB.Net
- ASP.Net
- C#.Net
- Jscript
- CSS
- .NET Framework
- SQL/T-SQL
- HTML

Software

- Visual Studio.Net
- SQL Server 00/05
- Biztalk/Covast
- VSS
- MS FrontPage
- MS Expression
- VMWare
- IIS
- Crystal Reports

OS

- XP
- SBS Server
- Windows Server

PROFESSIONAL CAREER

Freshnet Systems Ltd UK

2001 - 2009

Supplies e-procurement software and supply chain management systems to the hospitality and leisure industry.

Manager of Information Technology

2008 - 2009

Overall responsibility for the design and development of software/hardware systems. Recruitment, supervision and motivation of the IT team.

- Significantly reduced costs of data centre provision. Researched providers, negotiated best deal, proposal developed and agreed, developed project plan, project managed migration, managed team, suppliers and customers. Delivered a reduction in costs from £190Kpa to £72Kpa (63%) and increased service quality without disruption.
- Realised substantial cost reduction of data centre provision to the absolute minimum. Researched, designed and implemented a new infrastructure, reliant on procedures. Executed

the transfer of B2B communications applications, diagnosed issues and communicated solutions. Successfully delivered a cost reduction to £24Kpa from £72Kpa (66%) without disruption to the business critical online system with £60+ million transactions pa.

- Consistently procured hardware and software well below normal costs. Identified need, researched options, discussed and agreed budget, negotiated best deal, arranged procurement. Installed and configured new systems. Reliably procured systems well below normal costs and saved on average 10-20%pa.
- Successfully produced project documentation to all relevant parties. Analysed customer requirements, determined resources necessary to deliver solutions, discussed options and agreed projects, authored technical requirements documents and developed project plans, estimated costs and provided customer proposal documents. Delivered projects on time and to or under budget.

Integration and Business Analyst Specialist

2006 - 2008

Responsible for the maintenance and development of integrated systems with our trading partners. Analysing and delivering efficiencies in business processes.

- Integrated B2B disparate systems with company's primary e-commerce platform. Collaborated with trading partners, gathered technical requirements, estimated costs, authored client proposals, managed projects, refactored code, rationalised application methods to be generic and standardised future customisation. Led to upwards of 70% cost reduction for customers, reduced time to market and business cash savings of £60Kpa.
- Streamlined and standardised complex business processes. Analysed and proactively identified processes requiring improvement and discussed options, agreed priorities, designed new procedures and applications, developed code and deployed new applications, trained staff and authored technical and user guides. Delivered operational efficiencies, de-skilled and reduced time to complete procedures by up to 90%.

IT Technician & Database Administrator

2001 - 2006

Responsible for maintaining and developing databases and applications that automated business processes and delivered efficient data structures for constant online interrogation.

- Developed custom intuitive web based dashboards. Identified customer requirements, designed system logic, created intuitive user interfaces, developed and produced generic coding templates. Led to customers' greater control and visibility, operational efficiencies and new tools that improved speed to market and created added value.
- Accelerated web page presentation. Investigated users' issues, identified cause, tested findings, recommended solutions, optimised database structures, indexed data, recoded data procedures, tested and implemented changes, monitored system improvements. Totally eradicated system timeouts, enhanced the user experience and increased customer satisfaction by 100%.

Various business start ups	1985 - 2000
Computer Operations Manager (Stanley Gibbons Ltd)	1984 - 1985
Computer Administrator/Programmer (Poole Borough Council)	1978 - 1984

QUALIFICATIONS, AFFILIATIONS AND TRAINING

MS Developing E-Business Solutions using BizTalk Server 2004	2006
COBOL Programming Certificate	1983
City & Guilds Computer Programming	1983

Freshnet was Awarded...

DTI Recognises Freshnet for Best Practice in Supply Chain	2006
Finalists business excellence awards 2006	2006