

Antony Silverman

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SENIOR EXECUTIVE

Forward-thinking, highly adaptable Senior Executive with 20 years' progressive experience in the agricultural and leisure sectors with a demonstrable track record of building, growing and selling successful businesses. Now seeking to secure a part-time position to assist the farming community in an advisory capacity.

- ✓ In-depth knowledge of the running of a business and the requirements to make it successful.
- ✓ Excellent leadership capabilities with an innate ability to motivate, lead and empower teams.
- ✓ Strong understanding of legislation and expertise to deal effectively with Government bodies.

Areas of Expertise

- | | |
|---------------------------|--------------------------|
| ▪ Team Leadership | ▪ Sales Management |
| ▪ Business Restructuring | ▪ Negotiations |
| ▪ MBO (management buyout) | ▪ Purchasing |
| ▪ Operations | ▪ Mergers & Acquisitions |
| ▪ Turnarounds | ▪ Start Ups |

Professional Experience

THE SMILING CROW: Edinburgh

2014–2018

Country inn consisting of a B&B accommodating 14 people and a 50-seat restaurant and bar

Partner/Self-Employed

Purchased this country inn which consisted of a B&B accommodating 14 people and a 50-seat restaurant and bar. Oversaw day-to-day operations including managing ten full and part-time staff and chefs.

- Successfully turned the business around, doubling turnover to £350K over a four-year period; refurbished and redecorated the inn, providing it with a country feel which attracted farming clientele.
- Agreed sale of the business within just 10 days of advertising. Sold for £370K.

SFA LTD: Edinburgh

1996–2014

Importers and retailers of fertiliser. Consisted of seven-acre factory site and 3,000 customers.

Managing Director

Joined as salesman, cold calling on farmers, and progressed to MD within a ten-year period. Managed day-to-day operations of the business including factory, mechanics of the business covering both production and distribution, and 20 personnel. Set prices and managed all negotiations with wholesale merchants.

- **Successfully negotiated sale of the business to XYA Wholesales Society** following their approach in 2012.
- **Selected to stay on as MD and oversee the successful integration** into XYA group, including the transfer of accounts to their Head Office.
- **Attained the backing of ABC plc and ATA Bank in a one-man buyout from parent company**, the only one of its kind in Scotland in xxxx.

- **Secured funding from ABC plc, which acquired a 49% stake in the business**, and negotiated a £1M overdraft facility with ATA Bank.
- **Increased margins and consequently sales by 25%**, from £4m to £5m between 2007 and 2012.
- **Purchased shipments of fertiliser from various countries** such as Tunisia and Russia, overseeing the blending process prior to its sale onto farmers/wholesalers.
- **Instrumental in starting up and administering a Supreme Sheep Sales Group** called Edinburgh Country Lamb, selling prime lamb to abattoirs. This greatly assisted farmers and improved overall business relations

Early Career

Salesman, DC Vacuum Cleaners: Edinburgh	1995–1996
Salesman, ABT Laboratories: Birmingham	1994–1995
Engineer, FGH Ltd: Sterling	1992–1994
Engineering Officer, GYO Shipping: Global	1988–1992
Apprentice & Toolmaker, PTW Metal: Kilmarnock	1983–1988

Education

Pre-apprenticeship Certificate: ABC Technical College
 Secondary School: TBA Academy

Additional Skills

IT Skills: Proficient user of Microsoft Publisher, Internet Explorer and email.
 Location: Willing to travel.
 Interests: Curling coaching; agriculture; business and company news in general.