		Interim / Consultant																					Perm				
COMPANY	Name	Britvic	Premier Foods	XE.com	Bollé	Fortnum & Mason	HS1	Otsuka	Whitbread	Birds Eye	Mothercare	Yodel	GSK	Harkand	Findus Youngs	Premier Foods	Jack Wills	Tesco	Diageo	Premier Foods	Pitney Bowes	InBev	Comet	John Lewis	Threshers	Impellam
	Industry	FMCG	FMCG	Fintech	Fashion	Retail	Transport	Pharma	Leisure	FMCG	Retail	Logistics	Pharma	Energy	FMCG	FMCG	Fashion	Retail	FMCG	FMCG	Services	FMCG	Retail	Retail	Retail	Services
	Ownership	Public	Public	Public	PE	PE	PE	Public	Public	PE	Public	PE	Public	PE	PE	Public	PE	Public	Public	Public	Public	Public	PE	Partner	PE	Public
	Market Cap [£Bn]	2	<1	3	<1	<1	3	4	5	<1	<1	<1	84	<1	<1	1	<1	64	66	2	3	64	2	4	1	2
ROLE	Line Manager	FD	FD	CFO	CFO	CFO	CFO	CFO	FD	FD	FD	CFO	FD	CFO	CFO	FD	CFO	FD	FD	FD	Head	Head	Head	Head	Head	Mgr
	Remit	BAU	Project	Transform	BAU	Transform	Project	Transform	BAU	BAU	BAU	Project	BAU	Project	BAU	Project	Project	Project	Transform	Transform	BAU	BAU	BAU	BAU	BAU	BAU
	Scope	UK	UK	Global	Global	UK	UK	EMEA	Global	UK	Global	UK	UK	Global	Global	UK	Global	UK	Global	UK	Global	UK	UK	UK	UK	UK
	Direct Reports	4		6	4	2	3	6		3	4		1	2			2		5	4		1	1	3		
	Portfolio Value [£Bn]	.9	.8	3	.2	.2	3	2	5	.5	.7	.5	7	.4	.9	.8	.1	24	1	2	3	2	2	4	1	.1
	Duration [months]	3	3	3	3	6	7	22	4	5	5	4	13	6	5	11	12	6	9	18	3	16	7	13	47	31
STRATEGY – Assessment	Trading landscape | competitive set | product propostition	✓		✓		✓	✓	✓		✓			✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓	✓	
	Trends: consumer | purchaser | macro | social | technological	✓		✓		✓	✓	✓		✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓	✓	
	Market forces | pressures | corporate responsibility	✓		✓		✓	✓	✓		✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓		
	SWOT | risk identification & management	✓				✓		✓		✓			✓	✓	✓	✓	✓	✓	✓	✓	✓	✓				
	Segment: Controllability | Geography | Market | Tech | Consumer		✓	✓	✓	✓	✓	✓		✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓				
	Establish "Sales Equation/ or Funnel" | Business Drivers		✓	✓		✓	✓	✓						✓	✓	✓	✓	✓	✓	✓	✓	✓				
STRATEGY – Identify Levers	Price --> benchmarking | premiumisation | corridor | harmonisation	✓		✓				✓		✓			✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	
	Promo --> profile | RoI | depth | mechanic | feature | PoS			✓		✓	✓	✓		✓			✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	
	Innovation | NPD | EPD	✓		✓	✓	✓		✓		✓			✓	✓	✓	✓	✓	✓	✓	✓	✓	✓				
	Consumption --> penetration | occasion | format	✓		✓		✓				✓			✓	✓	✓	✓	✓	✓	✓	✓	✓	✓				
	Share --> growth/ acquisition of Accounts | dist. | channel	✓						✓		✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓				
	Portfolio investment (re)prioritisation --> Account | OpEx | CapEx			✓		✓		✓					✓	✓	✓	✓	✓	✓	✓	✓	✓	✓				
	Portfolio labour & resource (re)prioritisaion			✓				✓						✓	✓	✓	✓	✓	✓	✓	✓	✓			✓	
	Brand & product positioning | customer proposition	✓		✓		✓		✓		✓			✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓		
	Exploit consumer behaviours | patterns | emerging trends	✓		✓		✓	✓	✓		✓			✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	
	Technology optimisation | E-Commerce | multichannel			✓		✓								✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		
STRATEGY – Communication	Strategic framework | roadmap	✓		✓		✓		✓						✓	✓	✓	✓	✓	✓	✓	✓	✓				
	Market segmentation | key battlegrounds	✓		✓				✓		✓			✓	✓	✓	✓	✓	✓	✓	✓	✓	✓			✓	
	Target setting | benchmarking	✓		✓		✓		✓			✓		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓	
	Rules of engagement | hurdle Rates			✓		✓		✓						✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓	
	Policies | procedures | guidelines | best practice							✓						✓	✓	✓	✓	✓	✓	✓	✓	✓				
	Timetable | templates	✓		✓	✓		✓	✓	✓	✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	
	Training | workshops | materials	✓		✓	✓			✓					✓	✓	✓	✓	✓	✓	✓	✓	✓	✓			✓	
PLANNING & MODELLING – Scope	In year | flash | monthly | quarterly | rolling	✓		✓	✓	✓	✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	
	Medium term 1-5 Yr	✓		✓	✓	✓	✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓				
	Long term +5 Yr						✓	✓						✓	✓	✓	✓	✓	✓	✓	✓	✓				
	WLC / LCC / Asset lifecycle 10-40 Yr						✓	✓						✓	✓	✓	✓	✓	✓	✓	✓	✓				
	Consolidation --> global | group | portfolio			✓	✓			✓	✓		✓			✓	✓	✓	✓	✓	✓	✓	✓	✓				✓
PLANNING & MODELLING – Purpose	Operational | strategic	✓		✓	✓	✓	✓	✓			✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
	Pricing | promotional	✓		✓		✓	✓	✓		✓			✓	✓	✓	✓	✓	✓	✓	✓	✓	✓				
	Scenario | competitive response	✓		✓		✓	✓	✓		✓			✓	✓	✓	✓	✓	✓	✓	✓	✓	✓				
	JBP | customer terms									✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓				
	Production | stock | fulfilment | supply | logistics | delivery					✓					✓			✓	✓	✓	✓	✓	✓	✓	✓	✓		✓		
	Equity evaluation | cash extraction routes				✓		✓							✓	✓	✓	✓	✓	✓	✓	✓	✓				
	Investor & shareholder debt mangement				✓		✓							✓	✓	✓	✓	✓	✓	✓	✓	✓				
	Joint venture | franchise | partnership				✓					✓	✓			✓	✓	✓	✓	✓	✓	✓	✓	✓				
	Financial instruments --> USPPs | bonds | swaps | gilt locks						✓							✓	✓	✓	✓	✓	✓	✓	✓	✓				
PLANNING & MODELLING – Approach	Predicitive --> historic patterns | trends | relationships | shapes	✓		✓		✓	✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	
	Predicitive --> business driver | assumptions	✓		✓	✓	✓	✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓	✓	
	Econmetric | statistical					✓		✓					✓	✓	✓	✓	✓	✓	✓	✓	✓	✓			✓	
	Data science | cohort | LTV			✓		✓								✓	✓	✓	✓	✓	✓	✓	✓	✓				
	Indexation | indicies					✓	✓	✓				✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓				
	Top down | bottom up	✓		✓	✓	✓	✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	
	ZBB	✓		✓				✓						✓	✓	✓	✓	✓	✓	✓	✓	✓				
PLANNING & MODELLING – Output	Business & operational | metrics | KPIs	✓		✓	✓	✓	✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	
	IFS --> private equity | shareholder				✓		✓							✓	✓	✓	✓	✓	✓	✓	✓	✓				
	P&L	✓		✓	✓	✓	✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
	Balance sheet				✓		✓							✓	✓	✓	✓	✓	✓	✓	✓	✓		✓		✓
	Cashflow				✓		✓							✓	✓	✓	✓	✓	✓	✓	✓	✓				✓

		Interim / Consultant																					Perm				
COMPANY	Name	Britvic	Premier Foods	XE.com	Bollé	Fortnum & Mason	HS1	Otsuka	Whitbread	Birds Eye	Mothercare	Yodel	GSK	Harkand	Findus Youngs	Premier Foods	Jack Wills	Tesco	Diageo	Premier Foods	Pitney Bowes	InBev	Comet	John Lewis	Threshers	Impellam
	Industry	FMCG	FMCG	Fintech	Fashion	Retail	Transport	Pharma	Leisure	FMCG	Retail	Logistics	Pharma	Energy	FMCG	FMCG	Fashion	Retail	FMCG	FMCG	Services	FMCG	Retail	Retail	Retail	Services
	Ownership	Public	Public	Public	PE	PE	PE	Public	Public	PE	Public	PE	Public	PE	PE	Public	PE	Public	Public	Public	Public	Public	PE	Partner	PE	Public
	Market Cap [£Bn]	2	<1	3	<1	<1	3	4	5	<1	<1	<1	84	<1	<1	1	<1	64	66	2	3	64	2	4	1	2
ROLE	Line Manager	FD	FD	CFO	CFO	CFO	CFO	CFO	FD	FD	FD	CFO	FD	CFO	CFO	FD	CFO	FD	FD	FD	Head	Head	Head	Head	Head	Mgr
	Remit	BAU	Project	Transform	BAU	Transform	Project	Transform	BAU	BAU	BAU	Project	BAU	Project	BAU	Project	Project	Project	Transform	Transform	BAU	BAU	BAU	BAU	BAU	BAU
	Scope	UK	UK	Global	Global	UK	UK	EMEA	Global	UK	Global	UK	UK	Global	Global	UK	Global	UK	Global	UK	Global	UK	UK	UK	UK	UK
	Direct Reports	4		6	4	2	3	6		3	4		1	2			2		5	4		1	1	3		
	Portfolio Value [£Bn]	.9	.8	3	.2	.2	3	2	5	.5	.7	.5	7	.4	.9	.8	.1	24	1	2	3	2	2	4	1	.1
	Duration [months]	3	3	3	3	6	7	22	4	5	5	4	13	6	5	11	12	6	9	18	3	16	7	13	47	31
PERFORMANCE MANAGEMENT – MI	Holistic --> financial | operational | external | experiential		✓			✓		✓		✓				✓	✓	✓	✓	✓	✓	✓	✓	✓				
		✓	✓	✓		✓	✓	✓		✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓				
	Balanced scorecards | benchmarking	✓	✓	✓		✓		✓		✓			✓	✓	✓	✓	✓	✓	✓	✓	✓	✓				
	Strategy adherence & alignment	✓	✓				✓	✓					✓	✓	✓	✓	✓	✓	✓	✓	✓	✓				
	Reporting suite | drilldown | self-service		✓	✓	✓	✓		✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
	Operational | lead indicator		✓	✓		✓		✓			✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓	✓	
	Single view of customer | CRM			✓		✓								✓	✓	✓	✓	✓	✓	✓	✓	✓				
	Flash | daily | weekly | monthly | quarterly	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
PERFORMANCE MANAGEMENT – Analysis	Variance | versus "Sales Equation/ Funnel" | business drivers	✓	✓	✓		✓	✓	✓						✓	✓	✓	✓	✓	✓	✓	✓	✓			✓	
	Variance | triangulation | interrogation | isolation | quantification	✓	✓	✓	✓	✓	✓	✓		✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	
	Pricing & Promotional Effectiveness	✓		✓	✓	✓	✓	✓		✓			✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓		
	Costs variance | labour | fixed | variable | contractual | controllable			✓	✓		✓	✓				✓		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
	Elasticities | Sensitivities			✓		✓	✓	✓		✓			✓	✓	✓	✓	✓	✓	✓	✓	✓	✓				
	Price | Volume | Mix	✓	✓	✓		✓				✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓	✓	
	Relationships | Trends | Patterns	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	
PERFORMANCE MANAGEMENT – Add Value	Strategic operationalisation | tactics | competitor response	✓		✓		✓	✓	✓					✓	✓	✓	✓	✓	✓	✓	✓	✓	✓			✓	
	Rev. assurance | gap-filling | profit protection | leakage minimisation	✓		✓		✓		✓		✓			✓	✓	✓	✓	✓	✓	✓	✓	✓	✓			✓	
	Cross-functional collaboration | joining the dots	✓		✓		✓	✓	✓		✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		
	Competitive analysis | response | execution	✓						✓		✓			✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓		
	Actionable insight | recommendations	✓		✓		✓		✓		✓			✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓		
	R&Os --> identification | quantification | mitigation | exploitation	✓		✓		✓	✓	✓		✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓				
	JBPs --> creation | renewal | maintenance									✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓				
	Negotiations --> pricing | promotions | range review | JBP						✓			✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓				
	Procurement | tenders | bids							✓						✓	✓	✓	✓	✓	✓	✓	✓	✓				
	Account & channel optimisation	✓						✓		✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓				
	Rationalisation | value engineering	✓											✓	✓	✓	✓	✓	✓	✓	✓	✓	✓				
	Savings & optimisations | contract (re)negotiation	✓		✓				✓		✓			✓	✓	✓	✓	✓	✓	✓	✓	✓	✓				
	Working capital management | debt				✓		✓				✓		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓				✓
PERFORMANCE MANAGEMENT – Appraisal	Product & brand launch | innovation & E/NPD	✓	✓	✓						✓			✓	✓	✓	✓	✓	✓	✓	✓	✓	✓				
	Labour | OpEx | CapEx	✓	✓	✓				✓						✓	✓	✓	✓	✓	✓	✓	✓	✓		✓	✓	
	Complexity assessment | factory implications	✓	✓										✓	✓	✓	✓	✓	✓	✓	✓	✓	✓				
	Testing Concepts | TV & Media | Advertising	✓											✓	✓	✓	✓	✓	✓	✓	✓	✓	✓				
	Business case creation | appraisal | decision criteria	✓	✓	✓		✓	✓	✓					✓	✓	✓	✓	✓	✓	✓	✓	✓	✓				
	Post-launch evaluation	✓	✓	✓		✓	✓							✓	✓	✓	✓	✓	✓	✓	✓	✓				
RELATIONSHIPS – C-Suite	Strategy | compliance| deviation root cause | course correct	✓				✓		✓		✓	✓			✓	✓	✓	✓	✓	✓	✓	✓	✓				
	Advisory | recommendation | option generation	✓		✓		✓		✓						✓	✓	✓	✓	✓	✓	✓	✓	✓		✓		
	Board pack | storyboarding | presentation | Q&A	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓	✓	
	RNS | CFO Q&A preparation								✓					✓	✓	✓	✓	✓	✓	✓	✓	✓				
	Papers | report writing					✓	✓	✓			✓			✓	✓	✓	✓	✓	✓	✓	✓	✓				
RELATIONSHIPS – Internal	Sales & marketing | revenue-generative departments	✓	✓	✓	✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	
	Back office | non-revenue-generative departments			✓	✓		✓	✓	✓			✓		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
	Board	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓		✓	✓	✓	✓	✓	✓	✓	✓	✓				
	Field-based				✓	✓		✓				✓		✓	✓	✓	✓	✓	✓	✓	✓	✓		✓	✓	✓
	Sub-Parent entities			✓	✓			✓	✓					✓	✓	✓	✓	✓	✓	✓	✓	✓				✓
RELATIONSHIPS – External	Investor | reporting | commentary | presentations				✓		✓							✓	✓	✓	✓	✓	✓	✓	✓	✓				
	Advisory | E&Y | KPMG | Deloitte | McKinsey | Spayne & Lindsay				✓		✓	✓						✓	✓	✓	✓	✓	✓	✓	✓	✓				
	Rating agency | S&P | Fitch						✓							✓	✓	✓	✓	✓	✓	✓	✓	✓				
	Government | HMRC | ONS | DfT | ORR						✓							✓	✓	✓	✓	✓	✓	✓	✓	✓				
	Google | Nielsen | IRI | Kantar | Euromonitor | Planet Retail | IMS					✓		✓					✓	✓	✓	✓	✓	✓	✓	✓	✓	✓				
	Joint venture | franchise | partnership				✓		✓				✓			✓	✓	✓	✓	✓	✓	✓	✓	✓				
	3rd party | IT | HR | contractual				✓		✓	✓						✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	
ject	Restructuring | OD | org charts | team structures			✓				✓				✓		✓	✓	✓	✓	✓	✓	✓	✓	✓			✓	
	Redundancy | Modelling | Scenario Planning --> As Is | To Be			✓				✓				✓		✓	✓	✓	✓	✓	✓	✓	✓	✓			✓	
	M&A | Corporate Strategy | Divestments | Disposals													✓	✓	✓	✓	✓	✓	✓	✓	✓				

		Interim / Consultant																					Perm				
COMPANY	Name	Britvic	Premier Foods	XE.com	Bollé	Fortnum & Mason	HS1	Otsuka	Whitbread	Birds Eye	Mothercare	Yodel	GSK	Harkand	Findus Youngs	Premier Foods	Jack Wills	Tesco	Diageo	Premier Foods	Pitney Bowes	InBev	Comet	John Lewis	Threshers	Impellam
	Industry	FMCG	FMCG	Fintech	Fashion	Retail	Transport	Pharma	Leisure	FMCG	Retail	Logistics	Pharma	Energy	FMCG	FMCG	Fashion	Retail	FMCG	FMCG	Services	FMCG	Retail	Retail	Retail	Services
	Ownership	Public	Public	Public	PE	PE	PE	Public	Public	PE	Public	PE	Public	PE	PE	Public	PE	Public	Public	Public	Public	Public	PE	Partner	PE	Public
	Market Cap [£Bn]	2	<1	3	<1	<1	3	4	5	<1	<1	<1	84	<1	<1	1	<1	64	66	2	3	64	2	4	1	2
ROLE	Line Manager	FD	FD	CFO	CFO	CFO	CFO	CFO	FD	FD	FD	CFO	FD	CFO	CFO	FD	CFO	FD	FD	FD	Head	Head	Head	Head	Head	Mgr
	Remit	BAU	Project	Transform	BAU	Transform	Project	Transform	BAU	BAU	BAU	Project	BAU	Project	BAU	Project	Project	Project	Transform	Transform	BAU	BAU	BAU	BAU	BAU	BAU
	Scope	UK	UK	Global	Global	UK	UK	EMEA	Global	UK	Global	UK	UK	Global	Global	UK	Global	UK	Global	UK	Global	UK	UK	UK	UK	UK
	Direct Reports	4		6	4	2	3	6		3	4		1	2			2		5	4		1	1	3		
	Portfolio Value [£Bn]	.9	.8	3	.2	.2	3	2	5	.5	.7	.5	7	.4	.9	.8	.1	24	1	2	3	2	2	4	1	.1
	Duration [months]	3	3	3	3	6	7	22	4	5	5	4	13	6	5	11	12	6	9	18	3	16	7	13	47	31
Pro	Information Memorandum | Vendor Due Diligence													✓	✓	✓	✓	✓	✓	✓	✓	✓				
Pro	IT | ERP implementation | initiatives			✓		✓		✓						✓	✓	✓	✓	✓	✓	✓	✓	✓		✓	✓	
Pro	Digital & multichannel | multiplatform			✓		✓								✓	✓	✓	✓	✓	✓	✓	✓	✓		✓	✓	
Team	Development | mentoring | PDP	✓		✓		✓	✓	✓		✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		
Team	Objective setting | prioritisation | review	✓		✓	✓	✓	✓	✓		✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		
Team	Improvement management | PIP			✓										✓	✓	✓	✓	✓	✓	✓	✓	✓				
Team	Training | workshops | share best practice						✓	✓			✓			✓	✓	✓	✓	✓	✓	✓	✓	✓			✓	