



PROFESSIONAL VALUES

**Outstanding High Energy Account & Commercial Director
with an excellent track record in Retail coupled with strong
interpersonal & organisational skills**

CURRICULUM VITAE for SUE ROSEMARY MIDDLEMIST

Contact: Mobile Tel: 07958 190671
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DoB: 05/06/58

Marital / Family Status: Married – with twin girls

Education: RAF Schools – Singapore and Brize Norton
Luckley Oakfield School – Berkshire
Slough College (sponsored by Easams)

Qualifications: 13 'O' Levels
2 'A' Levels
HND in Business Studies (specialising in Law)

Career History:

2006 - to current date - Professional Values Ltd Director & Company Secretary

Role: To set up & manage Professional Values Ltd with a new business partner.

2004- 2006 - Career Break

1998 - 2004 -Account Development Director

Role: Made a career change into sales agreed with the Cap Gemini board on joining.

Achievements: Developed the Marks and Spencer account from a £100K pa print contract into an £8M pa multiple line of business account. Qualified for sales over achiever 'Sigma Club' membership for 4 out of 6 years. Sold a ground breaking offshore SW management deal allowing M&S applications to be managed from a low cost operational centre in India. Sold key deals into Blackwells Books and Thorn EMI - both cold accounts.

1994 – 1998: Cap Gemini Ernst and Young (formerly Hoskyns)

Contract Services Director

Role: Introduced into Hoskyns by an ex-BIS Director to establish a Contract and Commercial function.

Achievements: Trained over 1000 UK staff in contract principles. Recruited a team of contract specialists to cover all industry sectors and lines of business. Negotiated many large deals with values up to £50M. Developed a contracts intranet with 46 contract templates plus usage and advice guidelines. Reduced expenditure with external lawyers by 50% saving £250K pa. Managed all public liability and credit insurance.

12 Month Career Break

1991 – 1993: BIS Group Ltd

Commercial Director for Facilities Management

Role: Persuaded back into employment to be Commercial Director and part of a management team for a new outsourcing unit based on an acquisition.

Achievements: Negotiated all the units' outsource deals. Assisted with general operational management and strategic direction of the business. Provided contract training to the commercial facing staff in the wider BIS Group. Was a member of team who negotiated the sale of BIS Group to ACT. This was on the understanding that I would be made redundant on completion of the acquisition.

1990 – 1991: Middlemist Consultancy Services

Proprietor / Consultant

Role: Independent contract and commercial consultancy.

Achievements: Used my network of CEO level contacts to provide commercial improvement and training programmes within a number of technology companies. Developed Metier Systems Limited as a major account and worked on a world-wide basis.

1990 – 1990: 6 Month Career Break**1989 – 1990: MSA – Maidenhead, Berkshire
International Commercial Director**

Role: Headhunted from the USA to establish a commercial function for 17 countries in the MSA Group.

Achievements:

Developed the existing team from a position of demotivation to one of enthusiasm and high performance. Vetted and negotiated major contracts in 6 different languages. Presented to a conference of 600 plus staff on contract principles in Atlanta. Following the merger of MSA and McCormick & Dodge was responsible for integrating the commercial processes of both companies before making myself redundant.

1979 – 1989: Software Sciences – Farnborough, Hampshire and New York, USA**Contracts Manager**

Role: Recruited by CEO to develop a new contracts function and to establish a sound commercial basis for all company contracts.

Achievements: Recruited a team of 17 staff. Developed contract and commercial process for Software Sciences and other companies in the Group. Trained all sales and commercial facing staff in contract principles. Successfully managed commercial risk for the business. Became Deputy Chairman of the Computer Services Association Legal and Contracts Group and negotiated amendments to CCTA standard contracts on behalf of the Group. Undertook commercial due diligence on two key acquisitions, including the sale of Software Sciences to BOC and the subsequent resale to Thorn EMI. Undertook a three week residential management course at Cranfield School of Management for Software Sciences' high flyers.

New York, USA**Contracts Manager**

Role: Moved to New York for a year to establish commercial procedures for a newly acquired company Financial Trading Systems (acquired from Drexel Burnham).

Achievements: Successfully moved to New York & set the company systems up. Assisted the MD to integrate the acquisition into the Group. Renegotiated the American assigned contracts into the Group. Negotiated a worldwide marketing agreement with Fujitsu in Tokyo.

1976 – 1979: Easams Ltd – Frimley, Berkshire**MoD Contracts Executive**

Role: Sponsored by Easams whilst at college and experienced a variety of departments during induction. Post induction joined the legal team and worked as a contracts negotiator for MoD projects.

Achievements:

Organised Farnborough Air Show and Royal Naval Equipment Exhibition with Marketing Director. Implemented various commercial procedures to assist with the tedium of dealing with the MoD's standard contracts. Successfully vetted and negotiated numerous MoD contracts.