**Rob McPherson**

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*A senior consultant with over 30 years’ international experience - both practical hands-on and at an executive level - in ERP/WMS/Finance systems procurement and implementation, supply chain and logistics, digital project implementation, data migration, business analysis, product management, technical writing and IT infrastructure. A skilled communicator and negotiator, with excellent resource management and financial analysis skills. Pragmatic, calm and focused under pressure, with a track record of successfully building and mentoring international delivery teams.*

*Extensive project management expertise, underpinned by a highly technical, front-line, DevOps background spanning the entire SDLC and a portfolio of successful project delivery using PRINCE2 processes, Agile Scrum, Kanban and Waterfall methodologies. Extremely adept at bid/tender management, business analysis, legal contract creation, data/application architecture, SQL Server scripting, data analysis and the delivery of challenging corporate troubleshooting engagements that include business continuity, M&A, IT outsourcing, gap analysis workshops, as-is/to-be process mapping, cost-saving and ROI analyses, headcount reduction programmes, warehouse relocations, feasibility studies and lost-revenue investigations.*

*Highly experienced in bespoke consulting projects delivering strategic recommendations, technical consultancy, market research and data-driven decision making. Skilled in vendor management, account management and business development.*

***Expertise***

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| * Project management (Agile Scrum, Kanban, Waterfall) * ERP/WMS/CRM/Finance systems implementation * Supply chain (physical & digital) and Logistics * Business consultancy / Business analysis * Technical writing & Legal contracts * Product management * Global team leadership * Bid / Tender management * Business continuity planning * Release management & Testing | * Application architecture * P&L / Budgetary responsibility * Full SDLC expertise * Mergers & acquisitions * Facilities relocation * Pre-sales / Business development * MSP and Vendor management * Data migration and Data analysis * SQL Server scripting * HTML, XML, PHP, CSS |

***Career Highlights***

* A consistent record of success in the programme management, business consultancy, implementation, data migration, integration and post-go-live technical support of multi-million pound ERP, WMS and Finance systems, delivering global fulfilment from Order to Cash. A proven ability to convert onerous contracts to successful, revenue-earning conclusion

* Successfully profiled, designed and managed the highly complex inventory relocation project to move stock for 1.1M+ products from outdated infrastructure to a purpose-built distribution centre, under intense business pressure and deadlines while maintaining BAU service levels. Project achievements also included pickface, carton store and bulk storage reconfiguration, pick & pack workflow redesign, and RF network design and troubleshooting

* Executive director of outsourced development and professional services operation of over 40 staff, operating concurrently out of Sri Lanka, India, UK and USA. Reduced YOY operating costs whilst maintaining service levels
* A corporate troubleshooting portfolio that includes lost-revenue recovery, cost reduction exercises, facilities consolidation, car fleet transitions, business continuity and feasibility studies

***Professional Experience***

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| 11/2022 – Present | | **Owner and Principal Consultant** | | | |
|  | | MCP Ltd – Witney, Oxfordshire | | | |
|  | | * Multiple IT and business consultancy contract engagements including data migration consultancy, market research and strategy recommendations, RFP requirements gathering, workshop facilitation, bid/tender management | | | |
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| 08/2017 – 11/2022 | | **Special Projects Director** | | | |
|  | | United Independent Distributors – Biggleswade, Bedfordshire | | | |
|  | | * Executive oversight of multi-year global rollout of new group ERP and Finance system, plus integration to Swisslog WMS. Planned and delivered initial suitability workshops, synthesized resultant gap analysis and executed subsequent project planning and implementation * Principal resource for ongoing business expansion / integration projects, each with the multiple challenges of aggressive timescales and evolving business strategy * Successfully designed and led a programme to deliver facilities relocation, WMS enhancements and inventory move of 1.1M+ products from legacy infrastructure to new distribution centre under intense business pressure, staffing and cost constraints whilst maintaining BAU operations | | | |
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| ***04/2015 - 08/2017*** | | **Implementation Consultant** | | | |
|  | | Ingenta plc – Oxford, Oxfordshire | | | |
|  | | * Project management and technical implementation of mission-critical ERP, Finance, Rights & Royalties systems, plus bid/tender management, testing and release management, data migration, go-live support and change management. Extensive SQL Server scripting experience was attained in this role | | | |
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| **03/2010 – 03/2015** | | **Senior Business Consultant / Product Manager** | | | |
|  | | Ingenta plc – Oxford, Oxfordshire | | | |
|  | | * Application architect and product manager for SaaS and Client/Server enterprise applications. Responsible for product backlog management, communication with key stakeholders, capacity planning, SDLC oversight, determination of roadmap and release cycles, product evangelisation, staff training and sales support * Author of internal and external communication plans, functional and technical specifications, marketing strategies and press releases. Responsible for third-party vendor oversight and associated legal contracts * A corporate troubleshooting portfolio that includes lost-revenue recovery, cost-saving exercises (~£250k savings per project on average),MSP transitions, facilities consolidation, car fleet transitions, business continuity planning, ROI / feasibility studies and project post-implementation reviews | | | |
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| **04/2004 – 03/2010** | | **Offshore Operations Director** | | | |
|  | | Publishing Technology plc, Oxford, Oxfordshire | | | |
|  | | * Executive responsibility for the planning, costing and program management to re-engineer the legacy ERP application suite to C#.net, SQL Server and Windows Server architecture. Reduced YOY operating costs whilst maintaining service levels * Relocated to Sri Lanka in 2006, with group oversight for all offshore operations, including a multi-disciplinary delivery team operating jointly out of Sri Lanka, India and USA, providing offshore engineering and a revenue-earning profit centre providing offshore DBA services, C#.net, Java, Oracle Forms development and content conversion for external clients * Drove market expansion feasibility projects and business development plans for expansion into China and Asia-Pacific. Creator of international joint-ventures and sales representation / reseller agreements in Europe and USA. Key player in multiple international M&A projects (as both buyer and seller) | | | |
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| ***11/1997 – 03/2004*** | | **Senior Project Manager** | | | |
|  | | VISTA International – Watford, Hertfordshire | | | |
|  | | * Accumulated a project portfolio that includes global ERP solutions, third-party logistics integration, B2B/B2C e-commerce, data warehouses, CRM systems, WMS integrations and data transformation programs. * Defined and documented customer data migration strategies. Responsible for third-party application integration and associated vendor contracts. | | | |
| ***Education***   |  |  | | --- | --- | | **1987 – 1990** | **Birmingham City University** | |  | * BSc, Computer Science (2:1) | |  |  | | **1985 – 1987** | **West Oxfordshire Technical College**   * A-Level (Engineering Science) * GCSE (Commerce, Photography) | |  |  | | ***1983 – 1985*** | **The Henry Box School, Witney, Oxfordshire** | |  | * A-Level (Maths, General Studies) * O-Level (Physics, Geography, English Lang & Lit) |   ***Additional Information***   * **Language, Communication and People Skills** * Highly Perceptive. Able to create a strong team spirit and to motivate and enthuse teams * Excellent English (spoken, written and presentation) * French, Dutch and German (intermediate level) | | | |
| * **Technical Expertise** * Expert in the use of Excel, Word, PowerPoint, Visio, Miro * Strong SQL Server skills * EDI and digital supply chain * Collaboration and Planning tools (MS Project, Jira, Confluence, SharePoint) * HTML, XML, PHP, CSS * Windows Server and associated infrastructure/deployment | | | |

***Personal Information***

Nationality : British

Interests : Cosmology, Astrophotography, Video Production, Scuba Diving