

## CURRICULUM VITAE

**MICHAEL L. RUTT**

A CHARTERED ACCOUNTANT with wide experience of commercial enterprises and private practice. Excellent communication, negotiation and inter-personal skills able to train and motivate a team to produce quality results. Hardworking, resourceful and able to work on own initiative or as part of a team.

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Age: DOB 20/09/1953

Nationality: British

Status: FCA Qualified as a Chartered Accountant in 1981

### CAREER HISTORY

ML Rutt 2/4/2003 to date. Chartered accountancy practice providing financial and management assistance to a wide variety of clients helping them to operate their businesses more efficiently and profitably. I prepare personal and company tax returns as well as statutory and self-employed accounts. Please go to [www.ruttaccounting.co.uk](http://www.ruttaccounting.co.uk) for more details.

Kalsep Limited Surrey, 09/1996 to 2/4/2003. Suppliers and manufacturers of Filtration and separation equipment and technologies.

#### **MANAGING AND FINANCE DIRECTOR**

Reporting to the Chairman of the US group that owns the majority shareholding in Kalsep Limited. Responsibilities are the same as below in the 1991 to 1996 period with the following additions: -

- ◆ Responsible for the finance, commercial and production departments of Kalsep. Manage currency transactions.
- ◆ Re-organised and re-structured the business in 1996 following the departure of two Directors
- ◆ Responsible for the development of overseas distributors and agents, in particular Japan
- ◆ Contract negotiations on £M+ orders
- ◆ Full strategic and commercial responsibility
- ◆ Quality Manager
- ◆ Achieved ISO 9001 accreditation

Kalsep Limited Surrey, 04/1991-09/1996, Suppliers and manufacturers of Filtration and Separation Equipment and Technologies.

**FINANCE DIRECTOR** reporting to the MD and responsible for devising and implementing financial strategy, managing day to day accounting operations, negotiating funding, Company Secretariat, business development, IT and deputising for the MD. Currently working with US owners to improve strategy by expanding their products into European markets.

Key Achievements UK

- ◆ Devised business plan to raise £1.5M MBO funding.

- ◆ Negotiated and signed deal with Advent International PLC and 3i PLC.
- ◆ Lised and negotiated £400K working capital with National Westminster Bank.
- ◆ Obtained 3 government grants for 2 new R&D projects, value £600K.
- ◆ Controlled growth of company from £0M to £3M
- ◆ Controlled sale of business to American group in March 1995
- ◆ Designed and installed all MIS systems in the company (inc. Sun account)
- ◆ Responsible for smooth running of computer network
- ◆ Negotiated profitability and cash flow on major £2M contract
- ◆ Regular dealings with all major Municipal Water Companies

Key Achievements Overseas

- ◆ Together with the MD formed the US subsidiary and recruited the MD
- ◆ Raised £500K to supplement initial seed finance provided by Kalsep.
- ◆ Represented the company overseas commercially
- ◆ Set up distributors in Germany, Japan, China and Italy
- ◆ Working with the DTI to establish other European distributors
- ◆ Controlled and managed currency exposure
- ◆ Established offshore trust for UK shareholders

Kalsep

Berkshire, 09/1988-04/1991, BP Subsidiary

**FINANCIAL CONTROLLER** reporting to the MD and to the BP main Board Director. Responsible for creating and establishing the new Accounting, IT and Commercial functions of the new company. In 1991, BP divested all non-core new venture companies resulting in the MBO.

Key Achievements

- ◆ Devised and implemented the financial strategy
- ◆ Sourced and selected MIS based on Sun Account and LAN
- ◆ Compiled financial and business information, gaining BP approval.
- ◆ Assisted in business development and growth strategy
- ◆ Obtained BP funding to a value of £5M

Birmingham Mint PLC

1987-1988

**DIVISIONAL FINANCE DIRECTOR** reporting to the divisional group MD and the Group Financial Director responsible for producing financial information and reports to PLC deadlines.

Key Achievements

- ◆ Redesigned detailed new accounting package
- ◆ Implemented this package across the electronics group
- ◆ Bedded in acquisitions

Nevin Electric  
(Holdings) Limited,

Buckinghamshire, 1983-1987 PCB and Computer Manufacturers

**GROUP FINANCIAL DIRECTOR** reporting to the Group MD and the Chairman. Responsible for all aspects of financial strategy, control and accounting.

Key Achievements

- ◆ Reviewed and updated existing financial control and systems.
- ◆ Implemented new computerised accounting system into the group.
- ◆ Reduced credit taken by 30-60 days
- ◆ Re-negotiated terms with suppliers
- ◆ Introduced job costing and material usage control

- ◆ Negotiated successful sale of the group to Birmingham Mint PLC.
- ◆ Negotiated £2M facility with bankers
- ◆ Deputise for group MD
- ◆ Controlled growth from £2M to £15M turnover
- ◆ Recruited and trained management accountant in group companies

G.Marshall & Sons Limited,

Buckinghamshire, 1981-1983, Ford main dealer

**Chief Accountant** reporting to the MD and owner. Responsible for a team of four and control of the day-to-day accounting and financial planning. Negotiated with banks, auditors, insurance and pensions.

Key Achievements

- ◆ Implemented Kalamazoo bureau system
- ◆ Implemented computerised accounting packages
- ◆ Introduced stock and cash control disciplines
- ◆ Produced management accounts to Ford Motor Company deadlines
- ◆ Introduced budgetary control to multi-site operation

Teswaine Limited,

Buckinghamshire, 1978-1981 Building Contractors

**Group Chief Accountant** reporting to the MD and owners for implementing job costing, accounting and budgeting systems. Managed a team of five. Liaison with auditors and negotiations with banks.

Contour Packaging Limited

Middlesex, Manufacturers of Paper Packaging Products

**Assistant to the Financial Director** responsible for the preparation of management and financial accounts to PLC deadlines, stock audits and costing.

Grant Thornton International

Buckinghamshire, Chartered Accountants

**Audit Senior**, having completed four years articles incorporating training in all aspects of the profession.

Interests:

Sport including \_ marathon running, reading, travel and caravanning.

References:

Available on request.