

NICK FOULKES

PROFILE An experienced Director, Owner and Consultant, comfortable working and advising at the highest levels within Government and Industry, securing multimillion pound saving and sales opportunities. Business minded, with a proven ability to secure significant revenue from multiple sectors, with demonstrable business pedigree

EXPERTISE

Growing Business Unit / Opportunity – secured £6M of additional income for Mace in FY 21/22.

Sales - Complex and large Capital Item Sales – Government (Gov) to Gov, Industry to Gov and B2B, from opportunity identification through to contract award, examples are Sentinel (Fleet of Aircraft), Sandown (Class of ship) and Defender (Fleet of Aircraft).

Business Transformation and Change – developing international sales strategy, process and policy for UK MOD.

Supply Chain Specialist - Complex and multi-dimensional supply chain development and delivery – A400M (Heavy Transport Aircraft) and Chinook (Helicopter).

Commercial and Procurement Specialist – Private and public sector Procurement and Commercial specialist and proven leader.

EXPERIENCE **DIRECTOR - MACE DEFENCE AND SECURITY CONSULTANCY - 2020 – PRESENT**

KEY ACHIEVEMENTS

Building a Defence Consultancy Business Unit:

- Established two Business Units this year; Sales - bringing in a fee of £1.5M per year and Space - a fee of £3M per year, placed a further £1.5M of strategic consultancy with PWC.
- Recruited 24 people to staff the 2 BU.
- Implemented all support and delivery systems.

Sales:

- Sold the following capabilities this year; Sentinel (\$23M), BAE 146 (£2.5M), Defender (£500K sale and £2.5M cost avoidance), Sentry (\$33M) and am in the final stages of closing on the sale of 2 Naval ships (£80M).

Strategic Sales Advice:

- Provided strategic sales advice on some of the MOD's biggest projects inclusive; Sale of C130 (valued at £500M), the Desert Warrior Programme (valued at £500M), and Kuwait Air Training College (valued at £1Billion).

Defence Sales Transformation:

- Managed complex stakeholder management, compliance and assurance process.

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- Advising at 2- and 3-star level on how Defence and wider Government (in particular the Department for International Trade (DIT)) should implement a Gov-to-Gov sales process.
 - Recommended a gated process bringing multiple agencies together to deliver a government sales process to meet the current Prime Ministerial led policy.

BUSINESS DEVELOPMENT AND BID SENIOR MANAGER – BABCOCK AVIATION - 2019

KEY ACHIEVEMENTS

Business Development/ Bid development and delivery:

- Identified and secured opportunities for Babcock as follows:
 - Aircraft Cooler contract £5M capital procurement
 - Airfield Refuelers £100M capital equipment and 10-year support programme
 - RAF VIP Aircraft replacement project (Royal Flight) £500M lease.

MILITARY SERVICE IN THE ROYAL AIR FORCE - 2003-2019

KEY ACHIEVEMENTS

A400M Support Chain Specialist:

- Secured a cost reduction of £25 million off the first 2 years of support (12.5%), by developing a deep understanding of the cost model and industry proposal to effectively challenge it.
- Negotiated the spares buy from £600m to c.£350m whilst maintaining aircraft availability.
- Co-led the project from the MOD side to deliver the A400M hangar (£25M).

Chinook (CH47) Operations Manager:

- Negotiated with Boeing to uplift consumables class spares availability to 95% from 55%, by using data to rebalance the stock holding whilst maintaining availability.

Senior Leader and Business Lecturer in Defence, Defence Academy of the United Kingdom (DA):

- Revamped the portfolio of business courses resulting in uplifted attendance by over 100% to reach capacity at 1,100, re-engaged the primary customers, and reduced costs by 42% via competition.

Special Advisor to Command Joint Force Support:

- Advised the 2* Commander on all issues relating to the sustainment and support of the 10,000 strong UK/USA contingent based at Camp Bastion in Afghan, inclusive of; supply of all military material, the major trauma Hospital, the Joint Intelligence organisation and the Operational Airfield to mention a few areas of a huge remit.

OWNER – DIRECTOR FOULKES PROPERTIES AND INVESTMENTS - 2003-present

KEY ACHIEVEMENTS

- Develop a property portfolio of 30 units, securing funding to sustain and grow the portfolio.
- Managed a diverse set of Sub Contractors to ensure the continued quality of the Units
- Diversified into Holiday Accommodation, Traditional Lets and Student Lets to manage the risk held in a single market sector.
- Grown the company from a loss-making sole trading entity into 2 profit making Ltd companies.

Professional Qualifications

2019	Change Manager - <i>APMG Change Management</i> Foundation and Practitioner
2018	Program Manager - <i>Managing Successful Programs (MSP)</i> Foundation and Practitioner
2009	Contract Manager - <i>Chartered Institute of Procurement and Supply level 7 award (MCIPS)</i>
2007	Project Manager - <i>Association of Project Managers award (PMQ)</i>

Education

2018	Kings College London Post Graduate Certificate Adult Practice (PGCAPHE)
2007-2009	Cranfield University Master's Degree - MSc Business and Acquisition Management
2005-2009	University of Lincoln Bachelor's Degree - BSc Hons in Logistics – 2.1 with Honors
1998 -2002	University of Gloucestershire Bachelor's Degree - BA Hons Business/finance management 2.1 with Honors

Awards

2016	Major General's (2*) Commendation - Commander JHC Commendation for work to ensure the continued delivery of Chinook Operation in Afghanistan
2015	General's (4*) Commendation - Commander Defence Materials Commendation for work on A400M support
2012	Lieutenant General's (3*) Commendation - Commander Joint Operations Commendation announced on the new year's honors list for support to Royal Air Force