



## Martin Samuel

Finance Director

### Qualifications

MBA FCCA

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### Profile

Interim Finance Director / Controller with a broad range of sector experience. Sectors range from financial services to healthcare, and from start-ups to major plc's.

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### Key Experience

- Financial modelling, including board reports and business planning;
- Strong Corporate Governance and Financial Control;
- Improving systems and controls, identifying and executing efficiency within the organisation;
- Effective staff manager with strong interpersonal skills;
- Experienced Business Start-up Mentor

### MAJOR ROLES UNDERTAKEN

#### FIRST NATIONAL MOTOR FINANCE

##### Finance Director

Managed a team of 60 staff. Joined soon after the business had been acquired and there were many process and staff management issues that needed to be resolved.

Full Board responsibility for the management and statutory reporting. .

#### RUBICON CORPORATION Insurance Outsourcing Interim Group Financial Controller

Managed a department of 27 staff. The team supported both client processes and own financial management and controls.

#### RBS LOMBARD

##### Project Manager / Subject Matter Expert

Provided PM support during the sale of the Lombard Motor Finance business, acting for the FD / FC of the parent business unit. Initially involved in providing data for due diligence and later involved in dealing with all matters affecting the sale from the TUPE of staff, to Corporation Tax and VAT partial exemption issues.

#### SWISS LIFE UK

##### Head of Finance

Business was in process of being sold or run-off. Managed the finance team based in Liverpool (12 staff) and the statutory and management reporting team based in Sevenoaks (8 staff).

Responsible for monthly board reports and the statutory accounts.

Led resolution of balance sheet issues following severe criticism from External Auditors / and issues coming out of purchaser due diligence.

#### RJ TEMPLE Independent Financial Advisers

##### Interim Finance Director

250 adviser IFA. Covered role full time whilst FD was recruited. Contributed to the strategic direction of the company. Full responsibilities for the finance team, systems, monthly reporting and statutory reporting.

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## **CLERICAL MEDICAL EUROPE**

### **Interim Senior Finance Manager**

Under took process improvement and provided senior support to the finance team based in Maastricht, Netherlands. Coordinated activities between the Netherland and the Head Office based in Southern Germany

## **CALEDONIAN AIRWAYS**

### **Financial Controller**

Managed a team of 30 staff.

Managed an investigation into an understatement of past costs and significant balance sheet reconciliation issues.

Transferred Finance department from Gatwick to Manchester following acquisition by Thomas Cook

## **AXA INSURANCE**

**Interim SOX Consultant:** Reported to the Head of Life Accounting

Provided technical and project support to the Life Accounting team during the implementation of Sarbanes Oxley (SOX). Ensured the remediation of key controls, including 'End User Computing'. Provided documentation of the key controls, and the testing of those controls in order to satisfy internal and external audit, and risk compliance.

## **NHS / Public Sector**

### **IFRS Conversion Project Manager**

Provided technical project management to a number of NHS Trusts and the IOW Council on the IFRS conversion. Main issues were PFI contracts, the MEAV valuation of building and land and leasing contract classification. Restated previous year financial statements and implemented new procedures.

### **Interim Project and Financial Controller roles**

Interim support to a number of NHS Provider organisations, specialising in the IFRS reporting requirements and technical accounting issues.

## **HELPFUL BEAN COUNTER** Certified Accountants

Established the firm with my wife, who has spent her whole career in public practice. Have grown the practice to over 100 clients. These range from sole traders to medium sized companies. Full regulatory services, from account / tax return preparation to tax and business advice.

## **MAJOR ACHIEVEMENTS**

Established a financial business partner team in a major motor finance company. Developed a new behaviour model (Excel) for the existing business run off. Models used for regular re-forecasting and budgeting and for evaluating contracts with major dealers.

Managed a life accounting office through the period of sale / closure and dealt with significant accounting issues impacting on the disposal of the business.

Managed a large divisional finance team of a major plc through a significant period of change. Role involved quantifying extent of the problems and overseeing the actions required in making a warranty claim against the previous owners of the business.

Negotiated the final closure accounts of a division of a major plc. This involved significant adjustments made by the new owner, with the assistance of a big 4 firm.

Managed the transfer of an airline's finance department from Gatwick to Manchester. Dealt with staff issues from redundancy to re-deployment. Resolved major accounting issues prior to the transfer of the accounting records.

Worked with a number of public and private organisation providing Business Start-up mentoring. Have mentored over 100 new businesses.