

ABOUT GEOFF'S CAREER

Formal Training

Technical College & Mansell

Geoff left school at 16 years of age with a clutch of O levels and two years later enrolled on ONC Building Course at Waltham Forest Technical College switching to Tottenham Technical College for his HNC and two additional C.I.O.B. subjects.

The four years of formal study via "Day Release" and evening classes were complimented by Geoff's Indentureship with Mansell as a Trainee Estimator / Surveyor in their Bethnal Green Office:-

- Initially assisting in the preparation of tenders and the financial control of various refurbishment projects
- During the final two years Geoff was given full financial responsibility for a number of smaller contracts

Move into Development: Wimpey Homes

A personal relocation to the Midlands saw Geoff join Wimpey Homes as a Quantity Surveyor with promotion to Senior QS soon afterwards.

Site based with complete financial control of up to four major housing development sites at any one time including:-

- 12 no. high specification executive 5&6 bedroom detached homes beside River Avon in Stratford on Avon
- 35 no. 2&3 bedroom semi-detached homes in Stechford, Birmingham.

Move into Sales: 1990 : Henry Boot Construction

Geoff moved back into contracting as the Estimator / Surveyor for Henry Boot's Special Works Department in Birmingham. The position involved full responsibility for all tenders / quantity surveying and Geoff additionally picked up the baton for Business Development.

Henry Boot set up a national PRC Department based out of its Birmingham office and the M.D. offered the Sales & Marketing role to Geoff.

Henry Boot PRC achieved its two year targeted annual turnover and the Main Board asked Geoff to take on South East Region Sales & Marketing position:-

- Included both building and civil engineering sectors,
- Promulgating company to Clients and Consultants,
- Preparing PQQ,s, responding to ITT's, hosting corporate hospitality events,
- Responsibility for Henry Boot Sales Trainees.

Most Recent Direct Employment: 1999 - 2011

SDC Builders, Bedford

A meeting with SDC's M.D. resulted in Geoff joining the company as one of two BDM's seeking tenders and negotiated opportunities within all building sectors.

Two years later the Board decided to expand the housing department and asked Geoff to concentrate fully on this sector.

Over the next 10 years he was part of a team that grew the company's turnover from Affordable & Private Housing and Care Homes from less than £2m to over £43m with projects throughout East Midlands, East Anglia and the Northern Home Counties. Duties included:-

- The establishment and maintaining of relationships with Clients, Project Managers, Quantity Surveyors and Architects,
- Full responsibility for the department's PQQs and Frameworks documents,
- Formulating annual sales business plan for SDC's affordable housing arm and monthly reporting on its progress.
- Carrying out "Post Contract Reviews" with Clients for incorporation into company's KPI process.

Early in 2011 the Board asked Geoff to take on two further responsibilities:-

- "Mentor" role for a management trainee (the M.D.'s son) during his 6 months stint in Sales & Marketing Dept. The trainee was subsequently offered a permanent position within the department,
- Business Development role for Special Projects Department.

GMS Business Development: 2012

In the middle of 2012 Geoff was offered the opportunity to set up GMS Business Development and to capitalise on both sides of his career in construction.

Since then he has been involved with the following specialist contractors and suppliers utilising both the financial experience and the large number of contacts he has acquired over his career.

Formal Qualifications

- HNC & ONC: Building
- C.I.O.B.: Economics of Industry & Building Law
- GCE 'O' Level: Maths, English, French
- CSE Level 1: Art, Chemistry, German, Level 2: Physics
- 'A' Level: History of Art & Architecture (2009)

Membership of Institutions, Clubs, etc.

- Associate of Chartered Institute Of Building
- 20th Century Society
- The Pugin Society
- National Art Collections Fund
- Friend of Alfred East Gallery.