



Nigel Brook

Logistics Consultant at Optilog- Available to support your organization build global supply chains and logistics operations that are future proof 1st September 2023

📍 Meltham, Holmfirth HD9, UK

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Languages

English

About

A highly accomplished and experienced senior manager with a proven record of success within the logistics and distribution sector. Demonstrates a keen focus on strategic development, cost reduction and compliance; developing new business and maintaining existing accounts effectively to deliver optimum profitability. A confident and customer focused, profit drive, team leader who excels in people management and utilises a robust commercial and operational background to consistently add value and exceed targets. A natural problem solver who possesses exemplary communication and negotiation skills, building productive relationships with all partners to ensure the smooth running of vital business operations. Operation review and operational change management modelling and implementation. Objective Keen to secure a challenging and fulfilling senior level transport and logistics role which will utilise all existing expertise while providing scope for continued professional development and growth in the future.

BRANDS WORKED WITH

- DB Schenker Ltd
- Hoyers (Uk) Ltd
- Interserve International Freight Plc
- Leman Uk Ltd / Ziegler Group
- Livingstone International Freight Ltd
- Logistics Ltd
- Maine Pointe Inc
- Maine Pointe Inc.
- Optilog)
- Thomas Meadows Ltd/meadow Freight Ltd

Experience

● Logistics & Freight Consultant

Optilog | Nov 2016 - Now

contractor associate consultancy roles with Maine Ponte Inc, Accelerant & Synergetics Operational procedure reviews & change. Cost to serve reduction Full company overview with recommendations- improvements procurement and operations. Implementation of operational change. Network remapping HMRC Recruitment. Freight tenders Staff training. Procurement/tender management - from a Freight Forwarders prospective and a manufacturer's perspective. Logistics value added optimisation

● Logistics & Freight Contractor (T/A)

Optilog | Nov 2016 - Now

contractor-see above.

● Logistics Consultant

Maine Pointe Inc | May 2019 - Oct 2019

Working as a self-employed consultant for Maine Pointe Sunpower Technologies Inc. On this occasion their client manufactured solar panels with sites in the Philippines, China, Mexico USA and France. The role the evaluation and remodelling of their supply chain operation and operational procedures. RFQ documents issued to the current freight providers and disruptors. Following negotiation, the Air Sea Road and warehousing business was awarded to the carriers to provide the optimum service as per the improved supply chain model. Cost reduction for the client was attained as a result of applying strategic procurement methods as well as improving the supply chain from raw material supplier to final customer. Savings produce as a result of operational change, network remodelling and freight tenders 2.5 million dollars.

● Logistics Consultant

Maine Pointe Inc. | Jan 2019 - Apr 2019

A four-month contract with Maine Pointe Inc working on site with their client Valtris Chemicals in France, Holland and Belgium - Formulation of project timeline, Evaluate the logistics team and future roles of team members with regard the project, Operational change including

rescheduling departures to accommodate alternative modes, Freight tender of an addressable spend circa 15 000 000 euro's, evaluation of results and implementation. Preparation and presentation of reports as per the client's requirements

● **Short Term Contract-Eurogate**

Logistics Ltd | Jun 2018 - Oct 2018

operations office branch with a high staff turnover, recruit and train staff, re- model operational procedure and implement change.

● **General Manager/**

Leman Uk Ltd / Ziegler Group | Jun 2011 - Nov 2016

Responsible for Administration / Freight / Warehouse Operations Management for Road Freight TIR Logistics, sea freight and airfreight, – Includes reviews, development and process procedures. Compliance including IATA and HRMC. Development and quality control through ISO and AEO designations.

- HMRC procedures and compliance
- 4PL compliance procedures
- Liaising and managing Shipping lines , 3PL and HMRC on behalf of our principals.
- Increase company turnover from £ 3 000000 to £ 5 000000 whilst reducing overheads
- Control the flow of activity from booking through to accounting.
- Restructure working/operation methods and ideology
- Introduce new revenue streams
- Responsible for multi-site Warehouses and Offices + 20 staff
- Logistics function - warehousing, picking and distribution on behalf of International client's incl S.O.P.'s & reviews.
- Full responsibility of the company's fleet of trailers including p/l.
- Implement operational change taking full ownership of the Project.
- Set and manage operational expense budgets including cost reduction targets, develop and maintain key supplier relationships.
- Recruit and train staff.
- Source new partners in Europe and Scandinavia.
- Set and maintain rates with customers and suppliers. Agree SOP's with customers and suppliers.
- Set and achieve annual budget.
- Develop and maintain appropriate reports

● **Key Account/ Route Manager**

DB Schenker Ltd | Sep 2008 - Jun 2011

Obtaining new business to meet personal targets trade lane targets (Iberia) from clients with a minimum 100k turnover of export freight business.

- To maintain and develop clients in the UK and internationally including overseas sales trips.
- Develop the relationship between DB Schenker UK and SpainTIR/Pantrans, supporting the Iberian trailer service.
- Act as main contact with regards Key Accounts obtained from quotation stage to handling the business obtained.
- Formulating SOP's and monitoring KPI's.

● **Self Employed, Logistics Management**

Excel European Transport | Jun 2007 - Sep 2008

Attract key accounts and identify new markets/opportunities.

- Source and appoint overseas agents/distributors, negotiating working relationships.
- Set up new services and trade routes. Net profit July-Nov of £29 000 from new services.
- Established TIR agents in Greece, distributors in Spain, Portugal and Italy.
- Appointing third party carriers and monitoring their performance.
- Liaison with blue-chip clients and advising them regarding transport and logistic solutions.
- Organising third party carriers for both import and export services as per production schedules and adapting rapidly to change when production schedules are changed. Setting up of overflow warehousing Iberia then feeding into the supply chain of major retailers.
- Logistics function - warehousing, picking and distribution on behalf of

International client's incl S.O.P.'s & reviews
•HMRC documentation /procedures



● Northern Area Manager/General Manager, Wheeler Logistics

WHEELER LOGISTICS LIMITED | Feb 1997 - Jun 2007

Responsible for achieving turnover and profit targets.

- Annual turnover £ 6 000000
- Responsible for 5 staff
- Credit control, operational activities, commercial development
- UK and international agent negotiation/development.
- Developed the Northern Operation for a start up situation to one of the largest operators to Iberia. Development of overseas agents.
- The main hub situated in Leeds is also fed from receiving facilities in Lancashire and Leicestershire. Loading groupage, roundtrip trailers to 13 depots in Iberia, Italy, Southern France, Greece and Belgium. Full loads throughout Europe.
- During the last 2 years we have also newly developed the general forwarding side of the business.
- UK and International sales visits
- Management of operational staff in Leeds and at satellite warehousing facilities. Appointment of overseas agent and agency agreements.
- Acquisition of new business and maintenance of existing business.
- Sourcing and appointing overseas agents-regular visits to overseas agent and clients.
- Management of cargo handling /warehousing procedures.
- Negotiation of contracts with third party carriers.
- Monitoring of route profitability ensuring Import and export legs are utilised to full capacity.
- ISO auditing and compliance monitoring.

● General Manager

Interserve International Freight Plc | Apr 1990 - Feb 1997

Responsible for public relations via freight media.

- Control and development of the northern sales ledger.
- Fifteen office staff.
- Development and appointment of overseas agents.
- In house training of staff.
- Annual turnover £ 5 000000
- Insurance queries and general operation of the Bradford depot. ISO audits and compliance monitoring.
- Development of overseas agents. In -house training of sales and operations staff
- Achieve sales targets and p/l targets for the Northern Operation.
- Assist the sales team in the achievement of pre-determined sales targets.
- Route development targeting specific cargoes thus maximising profit on that particular route.
- Overseas visits to agents and clients. Account management.

● Sales Executive

Livingstone International Freight Ltd | Aug 1988 - Apr 1990

Development /sales responsibility of all company services covering sea and air ex F.E, USA and Canada Import + Export.

● Sales Executive

Thomas Meadows Ltd/meadow Freight Ltd | Aug 1984 - Apr 1988

Freight forwarding, international transport via road, rail, sea and air. Customs brokers, marine insurance brokers, shipping agent and FIATA airfreight agents.

● Freight Operator

Hoyers (UK) Ltd | Sep 1980 - Aug 1984

Bulk liquid/hazardous chemical European haulier, tanktainer/road tanker operator, and shipping agent, Team leader for movements via rail, silo tanker traffics and the Scandinavian department.