

Alastair Garner

Professional Profile

A well-rounded and successful Managing Director and manager with experience in varied management roles including several years with Debeers, one of the world's premier diamond mining and marketing companies. Achievements include:

- *Starting up and running a successful Diamond Consultancy Firm gaining experience in all management disciplines including strategic management, marketing, relationship management and financial management.*
- *Analysis, formulation and implementation of corporate strategy to meet changing political and market environments.*
- *Meeting tight deadlines by improving efficiency, planning and staff motivation.*
- *Increased turnover and profitably through improved commercial strategy and closing multi million pound negotiations.*
- *Key Account management using excellent relationship building skills to manage high profile clients, frequently topping the monthly sales figures.*
- *Using cultural sensitivity and relationship building skills to manage clients and staff across the globe.*
- *Managing a number of strategic projects, gaining valuable project management skills.*
- *Professional development - complementing workplace experience through additional study, currently studying towards an MBA with the Open University, successfully completing 2 years and gaining a Diploma in Management. Learning has been implemented in the workplace where appropriate, leading to improvement.*

Career Summary

2007- Radiant Diamond Consulting Ltd Managing Director

- Starting up and running a successful Diamond Consultancy Firm gaining experience in all management disciplines including strategic management, marketing, relationship management and financial management.
- Providing consultancy services to the diamond industry, including: market valuation of all diamonds (for mining companies, manufacturers, banks and others), using many market contacts to assist in brokering deals, delivering management services (including project management, sales and marketing).
- Providing management consultancy to business within the UK specialising in SME's and start up businesses.

2005-2007 DTC London (a Debeers Group Company) Large Stone/Fancy Colour Valuator

- Pivotal role in the large stones project to improve the systems and processes involved in the large stones department. Having full responsibility for managing the resources, planning and implementation. This included dealing with the many internal and external stakeholders globally where I gained experience in Prince2 methodology.
- Market valuation of the DTC's premium diamonds including all diamonds over 10 carats and fancy colours using market knowledge gained at Diamdel.
- Building and maintaining relationships with sales and marketing to improve customer satisfaction using customer feedback to help improve customer service and quality.

2002-2004 Diamdel N.V Antwerp (a Debeers Group Company) (2002-2003) Global Manager for Outside Buying / Market Intelligence, Key Account Manager (2003-2004) Production /Valuations Manager, Key Accounts Manager

- As Global Manager for Outside Buying I had full responsibility for coordinating our global purchasing to support the organisation strategic goals and sales targets. I implemented a system to buy in the areas where demand outstripped supply and used our global presence to source the best value, coordinating efforts

amongst 10 staff globally in Antwerp, Israel, China, Hong Kong, India and S.Africa.

- I was able to buy over \$30 million profitability on the worlds outside markets. I built and managed many key relationships within the industry including clients, trade bodies and Government Ministers to facilitate this.
- As Market Intelligence manager I gained fantastic insight into the Diamond Market dynamics and gained many skills and techniques for gathering and analysing information and forecasting future trends. I successfully used a number of communication mediums including reports and presentations to all levels including the Debeers Board of Directors.
- As shown in annual reports throughout my career I have always had a natural ability to build and manage relationships and believe this is a key strength I would bring to any role. I used this ability to good effect in my role as a K.A.M enabling me to consistently top the monthly sales figures and sell diamonds that other K.A.M's had refused.
- In 2003 having demonstrated a successful track record I was asked to take over the valuation/production manager. I successfully improved the efficiency and effectiveness cutting cost considerably through better planning and organising. I also improved financial performance through budgetary controls and improving stock turnover.
- A key achievement was enabling delivery of over \$200 million for sale in 2004 while successfully managing 30 staff.
- Successfully using knowledge to help analyse, plan and shape our corporate strategy and managing a number of projects to support this strategy.
- Fully involved in Diamdel's performance management strategy and was an enthusiastic advocate for its implementation and improvement. I effectively trained and mentored my staff and a number of young executives for their challenging roles.

2001–2002 DTC London (a Debeers Group Company)
Managing system errors for the I.S.M (Integrated Stock Management) Project

- Involved in objective setting, planning and implementation of the I.S.M project to bring in a multi-million pound global stock management and diamond forecasting system ensuring integration amongst our global offices, changing both systems and processes.
- Managed the prioritisation of resolving IT system errors and targeting the right resources to correct them.
- Represented my department at project meetings, negotiating for resources.
- Managed relationships with internal staff, global staff and outside contractors from the many stakeholders involved in the project.
- Learned valuable lessons on the company's pipeline and the I.T systems that it used.

1999–2001 H.O.H Kimberley S.Africa (a Debeers Group Company)
Team Leader

- Chosen by senior management to be seconded to S.Africa to better understand the company's global operations.
- Performed so well and so successfully integrated with S.African staff that I was asked to run a department.
- Excellent departmental results improving both efficiency and effectiveness.
- Gained excellent insight into the company's global operations and systems.
- Trained and mentored a number of overseas staff improving their performance and understanding.
- Formed and maintained excellent relationships with management and staff, which I still have to this day.

1989–1998 DTC London (a Debeers Group Company)

- Successfully worked in all diamond areas gaining excellent insight into the companies systems and processes.
- Promoted up the organisation to hold a number of training and quality assurance roles.
- Exemplary record of building and managing relationships and team working in all these areas.
- Worked in C.W.E for 3 years successfully negotiating with the Russians to buy over \$50 million of diamonds.

**1988-1989 Ratners Jewellers
Trainee Manager**

- Gained excellent insight into the retail trade.
- Learnt valuable lessons in selling, managing customer relationships and marketing and pricing policies
- Learnt lessons in retail management, managing staff and security

Education and Qualifications

MBA (Open University), in progress, started 2005
Diploma in Management (Open University), passed 2007
Certificate in Management (Open University) passed 2006

5 O Levels Including English and Mathematics

Professional Development

Certificate in Management (Open University) 2005-2006
M.B.A (Open University) 2005-
Developing Personnel Impact (M.C.E 2003)
Presentation Skills
Effective communications

Diploma in Management (Open University) 2005-2006
Diamdel Management Course (P.S.A 2003)
Positive Thinking (Scott Cranfield 2003)
Team Building
Team working