

# Andy Brown - Profile

## Overview

A successful plc director and business advisor; Andy has held senior executive positions with BskyB, ASDA, Boots and The Burton Group. He worked with Archie Norman and Allan Leighton as a part of the ASDA turnaround team delivering £100m+ in cost savings. He went on to establish and later, to sell business transformation consultancy Active Management and then business to business profiling firm TiVA. Along the way he has worked with many large, well known organisations around the world on a range of business transformation projects. He was Interim Chief Executive of £500m business supply organisation where he led the successful major business restructure and transformation increasing turnover and tripling profits to £9m whilst also increasing productivity by 70%. Recently Andy led a restructure for a social housing buying consortium and established an affordable homes land led developer from scratch delivering four schemes with 100+ units and £13.5m development value plus a pipeline of a further 300 units worth £37m. He has extensive business consulting experience working on business transformation and development. Andy is married to Polly, and they live in Whitby, North Yorkshire, UK where they co own a successful small hotel.

## Career Summary

- Nano Time (ACTiVA), business transformation: Founder Director (Dec 05 – present).
- EN:Able Build, social housing developer: Business Unit Head / MD (Mar 18 – Mar 20).
- Efficiency North, social housing consortium: Advisor to the board (Jan 17 – Feb 18)
- iSource Group/Yorkshire Mafia, IT Contracts / business events: NED (Feb 16 – Sep 17).
- Yorkshire Cancer Research, charity: Trustee Board Member (Feb 11 – Sep 16).
- Duraweld, manufacturer: NED (Jan 12 – Sep 15).
- Shepherd Building Group, construction & engineering: Consultant to board (Jul 12 – Dec 14).
- SIG plc, construction materials: Consultant to board (Jan 09 – Dec 12).
- YPO, business supply: Interim Chief Executive (Jan 09 – Jul 11).
- TiVA, B2B profiling: Founder & Chief Executive (Jan 02 – Dec 08).
- Active Management, consulting: Founder & Managing Director (mar 97 – Dec 01).
- Various corporate roles: BskyB, Procurement Director (Feb 85 – Feb 97), ASDA - Head of Commercial Division, The Boots Company - Procurement Controller, The Burton Group, - Senior Buyer.
- In 1979 Andy started out as a trainee assistant buyer in the construction industry, was promoted three times and then left the industry to join The Burton Group and obtain a broader business background.

Andy has worked closely with many well know businesses such as AVIVA, Capita, Ericsson/Microsoft, GE, ICL, O2, RAC, Starbucks, The Daily Mail and many more.

Andy was educated in Hull and Bradford and he spends his spare time with his family and travelling for fun. One of his ambitions is to have a beer in every major city in the world.

## Contact

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