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PAUL RILEY

PERSONAL PROFILE

Date of Birth 20th October 1959

Marital status Married

Dependents None

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I am currently the managing director of Unique developments a property development company working in Bulgaria mainly on the Black Sea coast. The company has a land bank of over 750,000 square meters of land.

I am responsible for a team of internal personnel and outside contractors and professional service providers to construct market and sell the properties that we build.

I have been involved in the whole design and build process whilst keeping overall control of cost and reporting to the board.

The business had at it's height over 400 direct and indirect employees and a turnover of € 34,000,000 PA; however the recession has slowed the business considerably.

I have had continuous employment since leaving school, nearly all within the steel industry, as a direct employee and as a contractor.

POST SCHOOL EDUCATION

1976-1978 Longlands collage of further education.

1978-1980 Stockton and Billingham technical collage

The above was to complete a City and Guilds course in mechanical craft maintenance which I successfully completed with no lower than a credit and one distinction.

EDUCATION

1971-1976 Ian Ramsey Comprehensive

GCSE –Math's, physics and art

CSE – English language, English oral, History. Metal work, art,

WORK EXPERIENCE

April 2005-Present

Rainbow group services, trading as

Unique developments

Branded as YOOBulgaria

www.yoobulgaria.com

Managing director of the Bulgarian property development company's, BSIT and BPIT. In this position I was responsible for setting up of the business including assisting with seeking financing, agreeing and setting up of marketing and sales budgets. Implementation and control of the budgets. The agreeing of the build tender and then monitoring and reporting on the above to the board.

Some of the most challenging issues faced included dealing with the cultural differences while trying to implement a new standard of build and finish in a safe working environment. This needed to be achieved while sticking to the time frame and the budget.

Clearly the recession has had a huge impact on the business plan and many things have been delayed or put on hold.

October 2002-April 2005 Brambles Industrial service.

Regional Director

This move was as a result of a restructure that split the country in to regions under a new managing director.

I was responsible for the entire operations of;

Teesside works including

- Raw materials handling
- Coke crushing (fuel for sinter plant)
- Coal and coke haulage
- Third party business (Coal export)
- Coke oven services
- Material screening
- Environmental services

Scunthorpe Works including

- Coke crushing
- Screening contracts
- Coke oven services
- Immingham bulk terminal (ships unloading)
- Coal train loading

Corby

- Mill services and logistics contract
- Later we added scrap handling and loading.

Shotton

- Mill services

Workington

- Mill services
- Site services

I was fully responsible for the performance to budget, safety and environmental while reporting to the MD Mr Greg Holt. My other duties included HR, dealing with the unions and developing the business by bidding new work.

During my time in charge we grew the business while improving profitability turn over and greatly improving the safety record.

October 1998-October 2002-

Short Bros plant Ltd/Brambles Industrial services

Operations director responsible for

Port Talbot steel making contract, this included the Metal recovery, Drop ball cranes, mill scrap cutting and delivery of all Scrap to the BOS plant.

BOS plant services

The bailing plant, Iron pooling breaking and recovery, scrap bay management and loading of scrap chute to the correct menu and delivery on time to the BOS.

Hot slag removal by Kress and pit digging.

Slab handling

Operation of the Kress tong carriers moving slabs from the caster to stock or to the mills.

Waste oxide briquette plant

Production of WOB's from waste oxides to act as a scrap replacement or to replace the cooling ore used at the converter.

I was fully responsible for the performance to budget, safety and environmental while reporting to the MD Mr NV Short. I was asked to come to Port Talbot from Teesside to at first assist with this contract after a difficult start up, I was later asked to take this on full time and relocate as it had been so successful.

My other duties included HR, dealing with the unions and developing the business by bidding new work and developing the value of the services and materials delivered.

While in charge of the Port Talbot steel making division we turned around the steel making contract to be the second best financial performer with a great relationship with the customer. We also worked closely with the steel plants at Port Talbot and Llanwern to fully buy in to the use of the WOB and turn this into profitable contract.

I was instrumental in winning our first contract in South Africa, setting up and running the contract at a small arc furnace plant near Johannesburg, The SCAW works.

This was prior to BIS purchasing Short Bros and they felt SA was too risky and pulled out while the contract was still in its early stages. I still feel today South Africa could represent a real growth opportunity.

After the above Port Talbot contracts were settled down the following similar contract at Llanwern was also added to my responsibilities.

Llanwern steel making contract, this included the Metal recovery, Drop ball cranes, mill scrap cutting and delivery of all Scrap to the BOS plant.

BOS plant services

The bailing plant, Iron pooling breaking and recovery, scrap bay management and loading of scrap chute to the correct menu and delivery on time to the BOS.

Hot steel slag removal by Kress and pit digging

Coolant plant

Operation of the coolant plant, this was a fragmentise machine used to process edge trimmings.

While being charge of this plant we again turned this from a unprofitable contract with poor relationships at the shop floor level into a profit making contract with great customer relations.

Unfortunately while I was in charge of Llanwern I had to deal with the closure of the steel making part of the operation along with all of the HR issues this brings.

We did however manage to successfully win a lot of “out of contract” work and with a successful negotiation of the contract left Llanwern with although a smaller turnover but a healthy margin.

1997-1998 Short Bros Plant LTD

Prior to coming to port Talbot I was business development manager for the North East working on many interesting projects in the UK, Europe and further a field. Projects included scrap processing, materials handling and most types of waste recycling.

1995 -1997 Short Bros Plant Ltd

Lackenby operations manager

In charge of the BOS and Mills services along with Metal recovery, scrap processing and logistics.

1993 -1995 Short Bros Plant Ltd

Redcar Operations manager

- Raw materials handling
- Coke crushing
- Coke oven services
- Material screening
- Environmental services

1992 -1993 Short Bros Plant Ltd

South Bank Coke ovens operations manager

- Coal and coke haulage
- Coke oven services

1991 -1992 Short Bros Plant Ltd

Redcar Maintenance manager

Responsible for mobile machine and fixed plant maintenance with the contracts listed below. I applied for this position when my previous employer lost the contract.

- Raw materials handling
- Coke crushing
- Coke oven services
- Material screening
- Environmental services

This included a fleet of Cat and Komatsu loading shovels and dump trucks along with dozers and a fleet of excavators and specialist plant.

1989 -1991 Multiserv

Redcar Maintenance manager

Responsible for mobile machine and fixed plant maintenance with the contracts listed below.

- Raw materials handling
- Coke crushing
- Coke oven services
- Material screening
- Environmental services

This included a fleet of Cat and Komatsu loading shovels and dump trucks along with dozers and a fleet of excavators and specialist plant.

1988 -1989 Multiserv

Stainless melt and continuous casting Sheffield (Avesta)

Operations superintendent.

Responsible for the smooth running of the Stainless steel services contract that included;

Scrap handling.

Stock management

Melt shop services including furnace and ladle wrecking.

Caster services

I asked to relocate to Redcar after I had personal issues, however I always wanted to return to production and be in management.

1983 -1988 Multiserv Formally IMS Lycrete

Redcar

Maintenance superintendent

Responsible for mobile machine and fixed plant maintenance with the contracts listed below.

Raw materials handling

Coke crushing

Coke oven services

Material screening

Environmental services

Blast furnace services including runner maintenance

I was promoted to this position after working my way through from the shop floor via first line supervisor, assistant to superintendent.

This included a fleet of Cat and Komatsu loading shovels and dump trucks along with dozers and a fleet of excavators and specialist plant.

I was then offered the chance to run the SMAC contract above in a production role and jumped at the chance as this gave the most scope for advancement.

1976-1983-Corus Formally British Steel Corp'

I served a recognised apprenticeship as a fitter tuner gaining experience in many plants as;

Coke ovens

Mills, both beam and flat products.

BOS and continuous slab and bloom casting

Blast furnace

Buren prep'

Sinter plants

Pellet plants

On completing my apprenticeship I worked in the mobile tools dep't before this was outsourced, hence my move to IMS latterly to become Multiserv.

SKILLS/COURSES ATTENDED

Full clean driving license

City and guilds Coke making course

City and guilds Iron making course

Courses attended-Crushing and screening (outside body)

Waste oxide recycling (outside body)

Manual Handling

Passport to safety

Various and many plant inductions

Various plant supplier courses

INTERESTS AND ACTIVITIES

I enjoy cycling and generally staying fit, I love to play golf although not well.

On a passive level I enjoy rugby and nearly all motor sports while having tried my hand a quite few motor sports I am sure I have no long term future in any of those I have tried.

I also enjoy socialising and photography.

Reliable references can be supplied.