

STEVE WALKER GLOBAL

Steve Walker's Resume:

After 35 years experience of running companies on three continents, I am now seeking roles where I can bring that international business experience to assist and support management teams, and provide mentoring for start ups to senior executives.

I offer below a supporting resume which hopefully will explain how I came to lead a successful leading global and IT businesses that were all sold in 2013 to a publicly quoted international logistics group.

I am now at a point in my career where I want to enjoy new challenges and where my experience can be put to good use for the benefit of other entrepreneurs.

I do not seek the career limelight, I want to be inspired by those I endeavour to assist. That will be my success.

I can summarise my experience under five sectors

- Private and Corporate sector business planning
- Senior Board member, including Chief Executive Officer
- Directing acquisitions and the selling of entrepreneurial businesses
- Creating, directing and motivating local, country, and global sales operations
- Continual innovation including award winning customer IT web portals.

Career History:

Director, 08/2013 to Current
DSV Air & Sea – London

Post sale, I remained at DSV, working on strategic projects for the UK and as a result for the Worldwide business. These were across all parts of the business and were either brought to a successful conclusion or handed to a Director for operational or sales ownership. My two year commitment, which very quickly, post acquisition became three years, elapsed at my request in September 2016.

It was challenging for me to adjust to new structures, yet it was helped by the dynamic nature of DSV who are corporate, yet locally entrepreneurial and run by exceptional management. I enjoyed participating in the debates, creating new drivers and changing perceptions.

Even at this stage of my career I learned every day.

Educating times

Founder and Chairman, 08/1983 to 08/2013
SBS Worldwide Ltd – Dartford, Kent

I started SBS Worldwide as a customer focused business, specialising on LCL and airfreight consolidations, primarily from the US and Far East. Consequently, our customer base tended to be small privately owned businesses who became dependent on our consistency of service and the personal relationships that were established and maintained over the years.

We built a standard of service still recognised by customers and competitors as innovative and industry leading. We established five UK, four US and a Hong Kong office, our key gateways with own warehouses and had at a peak nearly 350 staff within the Group.

I was proud of the vision we had to establish a new approach to selling our Group services. Virtualized Logistics (VL) was created in 2011 to offer an IT solution to customers, offered via a consultancy sell rather than a typical freight approach. Our larger transactional customers became contractual ones as a result of this change in approach.

Within VL we invested in our own bespoke system named eDC (electronic Distribution Centre). We attracted major international Blue Chip accounts, one of whom was our UK account for 28 years, who signed for us to be their 4PL at European Group level, with an implementation that transitioned into DSV.

eDC has progressed to become 'the' offering to key customers. It is now considered one of the industry's top three portals for its innovative technological capabilities in the forwarding industry.

We won numerous industry awards including the 2010 IFW Freight Forwarder of the Year, BIFA Ocean Freight 2010 award as well as being shortlisted in our main vertical market of Publishing, for Supply Chain Innovation. Our Bloomberg Interview on YouTube is still something too cringe worthy to watch!

Inspirational times.

Ocean Freight Manager, 09/1979 to 09/1981
Concordia's Ocean Division Ibox Container Lines – Heathrow

I was headhunted to join Concordia, a major airfreight consolidator, who wanted a comparable eastbound ocean service. I travelled around London every day pre the M25, as hard as it is to imagine that! This was a reality check starting a new division after the corporate, cosseted world of Panalpina. We became the first consolidator to move containers into London and Liverpool.

These two years undoubtedly prepared me for running SBS.

Creative Times.

Import Manager/ Sales, 09/1976 to 09/1981
Panalpina – London

I joined as Importer Manager for Panalpina's trailer services. After two and a half years I asked for a change of role, and was offered a position I never had considered - Sales.

I soon became the best salesman, not because I was exceptional but because I left the building during working hours, unlike some of my colleagues! This was a major career crossroads.

Career defining times.

Import Clerk, 08/1974 to 09/1976
Kersten Hunik – London

We were Port Agents for Lloyds Brazilerio, and my role was to help build a fledgling forwarding department. The Brazilian vessels would arrive with cargoes loosely loaded in the holds, as this was the pre container time!

Every sailing had cartons of shoes, however, every other sailing arrived with left shoes and the next one, with the matching right shoes. It was all to overcome pilferage within the Port of London (now Canary Wharf).

We established a service putting barges alongside the vessel, taking the cargo overside and onto private wharves. It meant three things. The pilfering stopped, the shoes could then be paired at origin and dockers now had a choice of shoes, like the rest of us, in the shops.

Pioneering times.

Management Trainee, 09/1972 to 09/1974
Alltransport – London E15

My first job in forwarding as a Management Trainee, meaning I worked as a floating resource on various departments, sending old fashioned rail cars to Romania with consolidated FOB cargo, Kangaroo trailers to Italy and learning how to complete, on a typewriter, Customs Clearance entries.

An invaluable two years training in freight forwarding and in the use of Tippex.

Interesting Times.

Trainee Lloyds Broker, 08/1970 to 09/1972
Morice Tozer & Beck

I was a Trainee, running between Unilever, our largest brokerage client, Lloyds of London and the city pubs to find our brokers to place the risk. They were always in the smoke filled pubs.

Drunken times!

Interests:

I am pretty straightforward, with three interests beginning with F! Family, Freight Football, and at certain times, not necessarily in that order.

My Myers Brigg rating was ETNP, which I would recognise and fully accept reveals my strengths as well as highlighting points for continual consideration.

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