



## **David Roe** CEnv. IEng. MIAgrE.

**Address:** Manor Farm, Hykeham Road, Lincoln, LN6 8AP  
**Telephone (Home):** +44 1157 142 459: **(Mobile):** +44 7013 140 382  
**Email:** [david.roe@iep-environment.com](mailto:david.roe@iep-environment.com)

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### **Professional Profile**

*An Owner/Director with an outstanding career record of project management in the sustainable energy, agriculture, construction and environmental services sectors. Combines the ability to coordinate complex projects (with high innovation components) with hands-on experience in leading high performing teams, and strategic business planning. Is committed to delivering the highest of standards and has strong negotiation skills with the ability to influence business critical decisions. Also possesses strong communication skills, at all levels of multinational, diverse organisations with considerable experience of working in multidisciplinary and multicultural environments.*

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### **Objective**

Is now looking to move into a senior contract position working on sustainable development projects to achieve greater carbon emission reductions. Is flexible and will consider roles in the UK, Germany or elsewhere. (Currently has a home in Germany and spends 1 week a month there.)

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### **Career Summary and Key Projects**

#### **06/1997 - Current OWNER / DIRECTOR, IEP Ltd. (consultancy, sales and project management)**

IEP provides project management services for farm diversification and sustainable rural development projects.

- Responsible for complex successfully delivering projects and applying the PM processes to the project life cycle, from preliminary activities prior to contract acquisition up to contract completion, to maximize project profit and client satisfaction in compliance with contract requirements and time constraints
- Monitoring and controlling scope/schedule/cost, promoting timely corrective actions, monitoring project risks and stakeholder engagement to facilitate the achievement of the project scope while minimising interferences
- Managing projects with high innovation components like numerical modelling, decision support systems, integrated data management and other environmental regulations
- Supervising and following up technical work, milestones/deliverables as well as executing complex administrative, financial management and payment processes
- Utilising strong communication skills to coordinate local and international staff, manage sub contractors, and liaise closely with clients
- Providing expert contribution and technical assistance in preparing the terms of reference and the contract for execution of works including:-
- Collaborating with civil, mechanical and electrical technical teams; delegating tasks to sub-contractors/contractors
- Providing a prompt and appropriate response to unforeseen mechanical and electrical design problems including making innovative decisions to prevent future repercussions

#### **Key project highlights**

- Independent contract developer for UK renewable energy projects in the UK: clients Industrial and Agricultural Land owners and Gaia-Wind Ltd. Staff ≤ 12 consultants, ≤ 20 contractors. Project value ≤ £1.5m each
- Low Carbon Building Extension: Client: Peter Roe. Staff Architect & 7 contract teams. £150,000
- Branch Chairman & Council Member of IAGrE professional Institution

- Anglo-German Management Services; Client: Dr Windel & Partner, Bonn. Researched, business development and M&A projects between UK and Germany
- Business Development/Market research/promotion of novel organic biocide: Client: Citrox Ltd, Middlesbrough. Established repeat order clients in the UK and Egypt using biocide products for fresh produce preservation and manufacturing wipes for Tesco's
- Health and Safety Management: clients The Garden & Leisure Group, Notcutts Garden Centres, Haskins Garden Centres, Aylett Nurseries
- Developed risk management system to prevent Legionnaires Disease in garden centres, provide training, monitoring and auditing services. The system is now used by a number of UK Garden Centre Groups
- Project Leader: Client Hall Hunter Partnership, Tuesley Farm, Surrey
- Designing garden centre sales areas and irrigation systems, installation management, Clients: Garden and Leisure Group (Seven sites), Buckingham Nurseries, Peter Barratt, Findley Clark, Brampton Garden Centre, Intratoun (NL) Staedenbus (NL)

#### **Project Highlights Pre - 1998**

- Quality Management Training: Chairman and presenter of 'Kaizen' papers at international T.Q.M. award seminars, Geneva.
- Design and Project Management for external spaces: Landscape, garden and light building projects for commercial, government and domestic clients.
- Agricultural Equipment Market Research: Market research and feasibility studies for international promotion of agricultural equipment & chemicals.
- Adult Education in Agricultural Engineering; Training students through lectures and practical workshops.
- Established a branch of the Template Network philosophical and education network
- Design, sales and installation management of agricultural produce storage and processing facilities
- Established an engineering workshop
- Early Industrial Experience - UK & Overseas

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#### **Professional Qualifications and Memberships**

- CEnv - Chartered Environmentalist - [www.socenv.org.uk](http://www.socenv.org.uk)
- IEng - Incorporated Engineer - Engineering Council - [www.engc.org.uk](http://www.engc.org.uk)
- MIAgrE - Member of Institution for Agricultural Engineers - [www.iagre.org](http://www.iagre.org)

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#### **Continuing Professional Development**

- Renewable Energy & Agricultural Technologies, UK, Germany & Brussels
- Establishing an E business strategy - Business link
- The law for directors - Cameron McKenna
- Passport for Export - UK Chamber of Commerce
- German for Business - UK Chamber of Commerce
- The Role of the Director and Board - Institute of Directors
- Investors in people foundation course - Business link, St Albans
- Performance Management - Ashridge College associates

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#### **Key Skills**

**I.T.:** Microsoft office 2010: Word, Excel, Outlook, Publisher, PowerPoint, Design Cad  
**Languages:** Basic German  
**Driver:** Car & Motorcycle

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#### **Interests and Activities**

- ♦ Member of the Template Network (International philosophical research & education network). - <http://www.templateNetzwerk.de>
- ♦ Partner in the maintenance of a 25 Ha family farm in Lincolnshire
- ♦ Contemporary philosophy, financial trading, swimming, garden design, reading and music

#### **References are available on request**