

# **John Bowen**

**Managing Director at Gulfhaven Ltd**

Newbury, Berkshire, GB

Let me know where and when you need me. Happy to speak in the UK, Europe or the USA

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## **Description**

As you might guess from my photo, I don't get paid for my looks, just for what I know and can do.

I started work in Logistics (as we now call it) with a Saturday job delivering meat for the village butcher aged 11. By the time I was in my early 30s I was well on my way up the management ladder and decided that having fun was more important than just making a living.

Iâ€™ve always been interested in technology and gadgets, and these blogs are just a way of making use of all the toys for me.

I spent the early part of my career in wholesale and retail sales and distribution, working for companies including the Trist Draper Group, Brown Brothers, Thorn TV Rentals, The Post Office and Ross Foods. My roles with these organisations were either operational management or sales related before moving into the computer systems side of supply chain management in the early 1980s.

Having developed supply chain management software and policy for The Post Office, I took over operational management of their internal logistics facility in Swindon, modernising this and developing it into a successful 3rd party logistics provider (see Royal Mail Logistics on my Links page). It was during this time that I developed an interest in Facilities Management (FM) through being a customer running a large operation. Having instigated the integration of the Swindon logistics operation into Parcelforce in 1996, I made the move to FM, taking on the provision of full FM services to around 30 sites in Northern Ireland, Wales and Southern England.

I developed a specialist interest in soft FM services, and in 1999 joined Romec, bringing soft FM services to their portfolio. I have devised soft FM related solutions for a number of clients in the retail, financial and government sectors, and thoroughly enjoyed my time with Romec and their clients.

I am an experienced speaker at conferences and seminars, and have also been involved in training, development and assessment over more than 20 years and continue to take an active role in these areas. I have served two terms as a non-executive director of BIFM as well as serving that Institute in a variety of voluntary roles. Reflecting other career interests I am a member of the Chartered Institute of Purchasing & Supply (CIPS) and the Chartered Institute of Logistics & Transport (CILT).

I write regularly on leadership, facilities management and procurement topics for a range of business magazines and have a couple of books to my name.

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## **Availability**

Panelist, Workshop, Host/MC, Author Appearance

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## **Industry Expertise**

Corporate Leadership, Logistics and Supply Chain, Management Consulting

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## **Topics**

Leadership, Procurement, Facilities Management, Crisis Management, Procurement Audit

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## **Affiliations**

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## **Sample Talks**

### **How Easy is it to Buy from You?**

Sometimes your processes, whilst making things easy for you, make it hard for your customers. Full of practical advice from a professional buyer, this session can be run for SMEs or for sole traders.

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## **Past Talks**

### **Procurement Good Practice**

Public Procurement Show sponsored by The Guardian

### **Effective Tendering to the Public Sector**

Private Sales Conference

### **Better Buying for SMEs**

Swindon Business Village

### **Implementing Business Strategy**

British Institute of Facilities Management Conference

### **Producing a Winning Bid**

Private Sales Conference

### **Conducting Procurement Audits**

Private Business Event

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## **Education**

### **Cranfield School of Management**

Warehouse Layout & Design

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