

# Adrian Sinfield

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## OVERVIEW:

An experienced Management Consultant & Interim Manager with a proven record of success in identifying and implementing change management programmes and institutional development in public sector organisations in the UK and abroad. Specialist knowledge and expertise of the transport sector particularly rail. Success in high profile positions as a consultant, economic advisor, project manager & business strategist.

Strong leadership and people management experience together with strategic planning & business improvement skills. Highly developed analytical skills.

Experienced in project management and delivery, UK central Government procurement procedures including OGC Gateway reviews, business case appraisals, advising on and managing corporate change to improve organisational efficiency and productivity, developing business strategy, PPP/PFI development, relationship building with staff, suppliers and customers and profitability initiatives.

## CAREER HIGHLIGHTS INCLUDE:

- Implemented change in business processes and analytical procedures
- Advised on and implemented complex investment programmes
- Improved overall business efficiency and profitability
- Delivered key projects in high-pressure time and budget constrained environments
- Over 30 years public sector experience including 15 years service for four different government departments

## CAREER HISTORY:

### May 2006 – July 2006: TEAM LEADER AND CONSULTANT

Sub – contractor to Parsons Brinckerhoff Ltd. leading an international team of transport experts to advise and assist the European Commission in Sarajevo, Bosnia and Herzegovina, on change management and institutional development. The task was to prepare terms of reference for further consultancy studies to assist the Commission in developing the implementation capacity of the Bosnian Ministry of Transport and Communications.

### March 2006 – April 2006: CONSULTANT

Sub – contractor to the First Class Partnerships consultancy assisting a bidder with the Accreditation Questionnaire for the Silverlink Metro rail passenger service concession.

### December 2005 – March 2006: BUSINESS CASE ADVISOR (Interim Position) Franchise Specification Division, Strategy and Finance Directorate, Rail Group, Department for Transport

- Responsible to the Franchise Sponsor for all aspects of the business specification to be included in the Invitation to Tender for the replacement South West passenger service franchise, to commence in 2007.

- Responsible for the development of the shadow Business Plan and Comparator Model and to ensure that costs, benefits and risks are fully quantified.
- To project manage the production of business cases for all franchise projects
- To provide the Franchise Sponsor with an internal assurance review capability in relation to overall value for money, feasibility, deliverability and risk
- To support the Franchise Sponsor in managing Technical Advisors, stakeholders and relationships with other DfT Rail teams.

#### **August 2004 – December 2005: CONSULTANT**

- Carried out short term business development activities for a number of consulting firms including proposal writing and presentations.

#### **Mar to Aug 2004: TEAM LEADER (Interim Position)**

##### **Department of Health**

- Responsible for restarting an under performing health services procurement project
- Managed team including Deal Closure, Commercial and NHS Liaison managers
- Developed complete ITT and bidding documentation
- Maintained effective working relationships with legal team developing contracts and schedules and technical subject matter experts
- Reported to National Implementation Team, DoH & NHS stakeholders

#### **Apr 2002 to Feb 2004: PRINCIPAL ECONOMIST**

##### **Parsons Brinckerhoff Ltd**

- Responsible for provision of a wide ranging economics analysis service covering surface transport modes & linking with environmental & risk analysis disciplines
- Developed detailed proposals & client presentations; securing some major contracts
- Completed bid management for €6m study to provide technical assistance to Turkey
- Key projects included: Sentencing Policy for Environmental Offences, Dublin Metro Alignment Study, Re-opening of the Guildford to Cranleigh Railway Line, Review of the Draft London Plan for the Greater London Authority.

#### **Apr 2001 to Apr 2002: HEAD OF ECONOMICS**

##### **AEA Technology Rail**

- Responsible for the leadership & direction of a team of 5 economics & operational research staff giving economic, strategic development & commercial advice to the rail sector both in the UK & internationally
- Key projects included: Reykyavik - Keflavik Airport Rail Link Study, Impact Study of the Channel Tunnel Rail Link, Interchange Development Study for the London Cross River Partnership, development of AEA Technology Rail Business Plan.

#### **Jun 1999 to Mar 2001: DIRECTOR**

##### **Peter Davidson Consultancy**

- Responsible for broadening scope of services offered; improving marketing & business developments; securing some key contracts.
- Project managed the UK component of the European Commission CONPASS and MYSTIC projects
- Acted as the Principal Economist for the West Midland Area Multi-Modal Study

#### **EARLY CAREER INCLUDES:**

- Strategy Consultant – London Underground Limited
- Economic Advisor – Government Economic Service (4 main government depts)
- Senior Economist – Halcrow Fox & Associates
- Transport Economist – Greater London Council

- Management Trainee – British Rail

**PROFESSIONAL SKILLS:**

- Effective Communication & Presentation
- Team Leadership & Motivation Techniques
- Public Sector Project Management ( PRINCE2 ) and Procurement Procedures
- Process Design, Re-design and Change Management
- Strategic Planning, Business Planning & Budgetary Control
- Performance & Development Management
- Commercial Management, Senior Negotiation Skills
- Problem Identification & Innovative Solution Design
- Meeting customer demands, engagement with clients and stakeholder management
- Attended career related seminars to remain abreast of technology & methodology
- Completed various professional & management development training programmes

**EDUCATION & QUALIFICATIONS:**

- BSc (Econ) – University of London
- MA Transport Economics – University of Leeds
- Member – The Chartered Institute of Transport
- Certificate in Transport Studies – University of London

**PERSONAL:**

- Date of Birth: 14<sup>th</sup> September 1945
- Married, two daughters
- References available on request