

Martin Horsman



Profession

Rail Business Consultant

Current Position

Associate Director

Joined IPEX

July 2017

Nationality

British

Qualifications

BEng (Honours) Chemical Engineering, University of Leeds, 1993

Six Sigma Black Belt

Lean Manufacturing

PRINCE2 Practitioner

Trained Auditor

Additional Languages

German – good fluency in technical (rail) and general use

A well-connected senior leader with nearly 20 years' rail industry UK and international experience. In both passenger and freight modes, Martin has successfully driven growth and high levels of performance within operators, vehicle manufacturers and consultancies. Key strengths are business leadership, strategic planning and stakeholder management.

Specialisations

- **Rolling Stock Manufacturing & Supply Chain** – expert in world-class rolling stock manufacture having implemented several best practice initiatives within his responsibility for the manufacturing and supply chain strategy. As Managing Director of a leading rolling stock engineering consultancy and Notified Body, Martin led the provision of design, engineering, installation and approvals from a position as number 1 in the freight sector and passenger revenue streams.
- **Freight & Operations** - DB Schenker UK Exec member responsible for supporting operations home and abroad. Regular participation in global strategic meetings. Ex Managing Director of WH Davis responsible for winning and delivering design, manufacturing and maintenance contracts.
- **Strategic & Commercial** – in various director roles over 15 years, setting the strategic direction of the organisation to achieve market-led long-term profitability goals.

Martin is an experienced project manager, with a proven track record in delivering successful projects and winning bids with complex and challenging requirements.

Roles and Achievements

WH Davis Managing Director 2016-2017 – Implemented diversification and growth strategy and re-configured the business with an emphasis on capability and capacity upgrade.

ESG and Railway Approvals Managing Director 2009-2016 – profitable growth of 700%+ over 7 years through re-invention from internal engineering department to leading professional consultancy.

Ringway Procurement Director 2007-2009 – with a £300m procurement budget, executed a company-wide improvement plan to achieve savings and mitigate supply cost increases.

Bombardier Business Unit Director 2004-2007 – rationalised UK spares business for return to profit and turned around customer satisfaction leading to a 50% increase in sales during 1st year.

Bombardier Manufacturing Systems Director 2002-2004 – reduced inventory by €23m (33%) in 12 months across sites in Europe and China. Regional rationalisation plan closing 7 sites saving 40%.