

Sean McIntyre

Curriculum Vitae



www.mcintyreconsultancy.co.uk

The McIntyre Consultancy Ltd
'Dwy Erw'
Sonseil Lane
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sean@mcintyreconsultancy.co.uk

Profile

A dynamic construction and sales professional with a specialist subcontractor background.

A qualified quantity surveyor with a background in sales, marketing and project management in the industrial flooring and specialist surfacing sectors.

Employment

Country Manager, Liquid Elements (a division of Stonhard)

UK 2011 - 2012

A new company, with new products operating in a new 'interior design' led market for resin flooring. A challenging 18 months that provided a new insight into the UK interiors market.

European Construction Manager, Stoncor Europe

Europe 2008 - 2010

A great concept and an opportunity to develop a team to manage all of Stonhard's major resin flooring projects across Europe. A global recession, resistance to change, cultural/language barriers and a lack of investment resulted in this mission ending prematurely. However, the projects that we did undertake across Europe, were of the highest quality and delivered on time and budget.

Sales Manager, Stonhard (UK) Ltd

UK and Ireland 2000 - 2008

During my time at Stonhard, I provided support to the sales team in terms of contractual, commercial and operational matters. I took full responsibility for all major projects and house accounts, from tender to final account. In addition to growing the UK business I established a sales and operational presence in Ireland and hired and managed a sales team. Always pushing for the company to develop, I was at the forefront of many progressive changes.

Managing Surveyor, Wilson & Scott

1991 - 1999

As a graduate Quantity Surveyor I was hired so that my skills could help increase the commercial and contractual muscle of a specialist subcontractor specialising in highway and car park markings and specialist surfacing. Also 'lane rental' projects on the motorway network, were amongst the most challenging of the time.

Education

University of the West of England (Bristol Polytechnic)

1997 - 1991

BSc (Hons) Quantity Surveying - 2:1






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Other Qualifications

-  CSCS - Managers & Professionals
-  FAW - First Aid at Work (HSE approved 3 day course)
-  SMSTS - Site Managers Safety Training Scheme (CITB approved)

Skills

-  Specification selling to Architects and interior designers
-  Preparing and delivering sales and CPD presentations
-  B2B selling
-  Key account management
-  Developing sales and marketing strategies
-  Product development
-  Design and maintenance of websites, SEO and website analytics
-  Tender preparation and pricing
-  Pre-contract negotiation
-  Programme and operational planning
-  Preparation of Method Statements and Risk Assessments
-  Subcontractor procurement and management
-  Interim valuations and preparation of applications
-  Contract administration
-  Quality control
-  Final Account preparation and negotiation
-  Health & Safety assessment and compliance
-  Project Review and development of Case Studies
-  IT systems and communication
-  Social media

Referrals

Can be made available on request



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A selection of my project experience

The McIntyre Consultancy

- ☀ The Village School, London
Wet Pour safety surfacing £ 150,000
- ☀ Hummervoll, Bergen, Norway 2012
ESD resin flooring NOK 1,000,000

Liquid Elements

- ☀ Galante Bar, Sloane Avenue, London
'Xtreme' resin flooring £ 20,000
- ☀ Pedini Showroom, Battersea, London
'Smooth' resin floor and levelling screed £ 25,000
- ☀ Rugby Business Centre, Rugby,
'Smooth' resin flooring £ 20,000

Stonhard Europe

- ☀ Imperial College, London
Epoxy mortar flooring £ 300,000
- ☀ Pharmaten, Alexandropolis, Greece
Decorative quartz resin flooring € 300,000
- ☀ Railway Station, Sunderland
Rubber terrazzo resin flooring £ 400,000
- ☀ Imperial College, London
Epoxy mortar flooring £ 300,000
- ☀ Belupo, Koprivnica, Croatia
Decorative flake resin flooring € 150,000
- ☀ Haymarket Metro Station, Newcastle
Rubber terrazzo resin flooring £ 350,000

Stonhard (UK) Ltd

- ☀ Envirowales, Ebbw Vale
A reinforced novolac epoxy CRC £ 300,000
- ☀ Intel, Fab 28, Israel
Chemical resistant coatings and resin floors \$ 7,000,000
- ☀ Intel, Fab 24-2, Ireland
Chemical resistant coatings and resin floors € 3,000,000
- ☀ Intel, Fab 24, Ireland
Chemical resistant coatings and resin floors IR£ 1,500,000
- ☀ Elan, Athlone, Ireland
Self levelling resin flooring IR£ 250,000