

CURRICULUM VITAE

CHRISTIAN TESTORF

Christian Testorf has spent over 30 years leading diverse European businesses at operational and boardroom level. For some years Christian has been investing in start-ups and actively supports the European Search Fund Association; he has facilitated MBOs, takeovers, acquisitions and business consolidations.

Christian has been a tutor at The Leadership Trust since 1992. This involvement with the Trust, and his extensive, international business experiences have enabled him to become a business advisor, coach, consultant and investor to small and medium size companies.

MAIN STRENGTHS

- Excellent leadership skills with the ability to create a vision and communicate it
- Experienced business person; many senior contacts
- Empowers others; good listener, enjoys working with people
- Speaks fluent German, intermediate Italian and Spanish

APPOINTMENTS

2009 to	NiQ Health LLC, Delaware, USA; London, UK and Perth, AUS (Manufacturers of IP based Call Management Solutions - Healthcare) Director, Co-Founder, Investor www.niq-health.com
2004 to 2009	Various consulting positions and investments
2002 to 2004	Biddles Ltd (UK's most established Book Manufacturer) Managing Director Responsible for moving from long print runs to digital, on-demand printing; relocating firm from multiple sites to one site in Norfolk.
1998 to 2002	DocuMedia Ltd (Logistics / Publishing / E-Marketing Services / Print) Managing Director Transforming this firm from public into a private, VC owned, Company. Focus was on cultural and operational changes as well as diversification (Sale of company after 9/11 due to large exposure to the aviation sector)
1997 to 1998	Various consulting positions
1994 to 1997	FERGUSON INTERNATIONAL PLC (Print / Packaging and Industrial Conglomerate, £200m + T/O) <u>Managing Director, Ferguson Textile Division</u> Responsible for 4 companies (Atlas House, Berisfords Labels, Blue Ribbon Label Company and Krisson Printing), T/O: £45m, Employees 880, Profit: £4.4
1987 - 1994	ELSWICK PLC

(Print / Packaging and Industrial Conglomerate, £40m T/O)

Managing Director, Blue Ribbon Label Co. LTD

(Manufacturers of fabric and paper based labels/tags, packaging for the Textile Industry, £12m T/O, 220 employees)

Having joined as Sales and Marketing Manager, I was appointed General Manager in 1989 and Managing Director in 1992.

- Increased turnover 4-fold, profit 6-fold to over £1.5m.
- Adapted organisation to handle 1000 + jobs a day, 48h turnaround, building a strong customer and creating a service orientated culture.
- Purchased Litho-press (Press alone £1.2m)
- Introduced 360-degree appraisals, continuous improvement system, BS5750
- Made various Acquisitions

1986 - 1987

TAN-IMPEX (Hungary, Budapest)
(Hungarian state-owned trading house)
Trading and Marketing Consultant

1984 - 1986

HUDSON'S BAY COMPANY (London)
(International Traders & Auctioneers, £120m T/O, 180 employees)

Marketing Manager Europe

- Formulation and implementation of European marketing plan
- Dealing with manufacturers and wholesalers in Europe, America, Asia
- Organising and leading seminars for suppliers and clients

1977 - 1984

McMILLAN & MOORE LTD (London)
(Traders, Brokers and Merchants of raw skins and hides
£15m T/O, 18 employees)

Trader and Deputy to Chairman

- Development of German and Italian markets
- Buying and selling of skins Internationally
- Negotiation with government trade departments in Canada, China and Brussels

PERSONAL DEVELOPMENT

1986	Marketing Course, Urwick Management Centre
1991	Leadership Development Course at the Leadership Trust
1993 - 1995	Diploma in Company Direction, Institute of Directors
1995	Strategic Marketing Course (Mark-Strat)
1992 to	Facilitator at Leadership Trust
2008 to	Trustee of Charity

EDUCATION

Realschule, Elmshorn (10 'O' Level equivalent)
Wirtschaftsgymnasium, Hamburg (Diploma in Commercial Studies and 4 A Levels)

CONTACT DETAILS

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