

NCA ENTREPRENEUR

SIMON FARMER

SEARCH START

March 2023

REGION

United Kingdom

LANGUAGES

EN

20 Years of Experience

SELECT EXPERIENCE

- **Optima Energy Plc** Public Energy Technology business, ASX listed scale ip
- **Interserve** Energy division of large outsourcing business
- **Amey** International Technical and Energy business
- **Npower** National Energy Supplier
- **Initial Facilities** Publicly listed technical services and energy solutions provider

INDUSTRIES

Energy Consultancy, supply, brokerage, management. Facilities Management

EDUCATION

- Loughborough University, BSc Management and Computer Science (2002)
- IMAA – International Acquisitions and Mergers Expert
- Birmingham University – FND Professional Golf (2005)



SKILLS

LEADERSHIP

- Executive & leadership roles in various companies focused on energy and technical solutions
- Executive Director overseeing multiple business units both nationally and internationally
- Experienced in driving business growth in start up and established business across multiple countries
- Experience managing complex teams in multiple geographies

GROWTH / M&A

- Experience identifying opportunities to create value via M&A both nationally and internally
- Business development activities including expansion into new markets, geographies and client segments
- M&A team lead across acquisition process including deal sourcing, due diligence, structuring and closing
- Business development in launching new business units and products

ENERGY CREDENTIALS

- Consulted UK Government departments on energy procurement and energy management
- Numerous White Papers written on best practice
- Led new business units for major PLC's

Video introduction: <http://xxxxxx.novastone-ca.com/>

For further information about Simon please contact: simon.farmer@novastone-ca.com

OUR 2023 SEARCHERS

EUROPE

| | Simon Farmer | Markus Graeber | Fryderyk Rdultowski |
|--------------------------------|---|--|--|
| Education | <ul style="list-style-type: none"> BSc Loughborough – Management and Computer Science IMMA Expert in Mergers and Acquisitions | <ul style="list-style-type: none"> Global Executive MBA INSEAD (2016) University of California, BA in Business Economics (1997) | <ul style="list-style-type: none"> EMBA Harvard University (2019), General Management Program Cambridge University, MPhil Economics (1999) York University, BSc Economics (1998) |
| Years of experience | 15+ | 20+ | 20+ |
| Professional experience | <ul style="list-style-type: none"> OPTIMA ENERGY SYSTEMS- Energy tech scale up, lead EMEA. Initial Facilities Director responsible for starting and leading the technical energy business AMEY- Director of Energy and capital projects for major government clients | <ul style="list-style-type: none"> MÜCKE ROTH - Strategic Leadership for digital and CRM related ecosystems BEARING POINT - Development of digital DRM transformation strategy, Salesforce 2018 award NEFOS - Global roll-out strategy for digital transformation project (multinational) | <ul style="list-style-type: none"> ARCAPITA - Private equity investment manager GE CAPITAL - Leveraged finance ACCENTURE - Management consulting GOLDMAN SACHS - M&A |
| Region of focus | <ul style="list-style-type: none"> United Kingdom | <ul style="list-style-type: none"> Germany Opportunistic: Switzerland, Austria | <ul style="list-style-type: none"> Poland |
| Sectors of focus | <ul style="list-style-type: none"> Energy Procurement Energy Management FM and Technical Services | <ul style="list-style-type: none"> IT (Computer, Programming & Consultancy) | <ul style="list-style-type: none"> Machinery & equipment Chemicals, Metals Pharma, Healthcare Food & packaging |
| Search start date | March 2023 | June 2021 | |