

Contact Information

07712 345 678
Any.zhang@email.com
linkedin.com/in/azhang
London

Areas of Expertise

- FTSE 100 Leadership
- eCommerce
- Initial Public Offering
- Mergers and Acquisitions
- FCA Approved Person
- Micro-processors

Education & Qualifications

2003 - 2004
Harvard University
Master of Business
Administration

1991 – 1995
Cambridge University
Computer Science
First Class Honours

Languages

French: Business
German: Conversational

Amy Zhang

Executive Career Summary

2016 – Date	FutureTech Plc. Group Chief Executive Officer
2012 – 2016	GlobalSoft Digital Plc. Chief Executive Officer
2004 – 2012 2008 – 2012 2004 – 2008	Microm Chief Financial Officer Lead Transaction Manager
1999 – 2004 2001 – 2004 1999 – 2001	Pearson Darby Partners Lead M&A Partner M&A
1995 – 1999	Sterling Cooper Senior Analyst

Non-Executive Career Summary

2018 – Date	InGen Non-Executive Director
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Group Chief Executive Officer
2016 – Date
London

Responsibilities

Future Tech Plc.

FutureTech Plc provides Software-as-a-Service (SaaS) to over 30% of the FTSE 350 firms and companies in more than 36 international markets, including China, South America and India. Our turnover in 2019 was £2.3 billion. Our company mission is to 'make eCommerce easier for big businesses'.

- P&L responsibility for a portfolio of 7 autonomous SaaS businesses ranging between £20 million and £500 million annual sales
- Group wide responsibility for Joint Venture with North American partners
- Lead customer-centric transformation programme across whole business
- Executive sponsorship for group Quality and Operational Excellence programme

Key Achievements

- Delivered year on year revenue growth of 10%
- Completed acquisition and integration of a £200 million turnover business in 2018
- Improved Net Promoter Score by 110% in four years
- Renegotiated outsourcing and supplier contracts resulting in savings of £10 million per annum

Chief Executive Officer
2012 – 2016
London

Key Achievements

GlobalSoft Digital Plc.

GlobalSoft Digital Plc. is an international online retailer of specialist computing hardware. Our platform also acts as marketplace for third party vendors. In 2016 gross sales were around £3 billion, with EBITDA of £250.

- Led the company through its IPO in 2014 and delivered a 15% return on investment for shareholders by 2016

Chief Financial Officer
2008 – 2012
Paris

Responsibilities

- Drove increase in advertising revenue up from £20 million per annum to over £45 million
- Achieved significant divestment of non-core business prior to IPO
- Significantly expanded range of white label products for both B2B and B2C divisions
- Introduced partnership with leading high street bank to offer credit arrangements

Microm

Microm is a European Fintech business headquartered in Paris. Microm has a global reach across 25 countries with clients in consumer electronics, telecommunications and second stage manufacturing. Microm's turnover in 2019 was equivalent to £650 million

- Responsible for driving the five-year forecast in line with aggressive new international strategy
- Driving inorganic growth through acquisitions and takeovers
- Forecasting and demand budgeting for over 25 geographies
- Led the finance department (250 staff)
- Led economic profiling of key markets including Eastern Europe and Middle East

Key Achievements

- Completed due diligence and acquisition of a ~£200 million turnover business in 2010
- Completed a re-financing deal with institutional lenders as a result of changing capital requirements
- Led hostile takeover of £100m competitor in 2009

Lead Transaction Manager
2004 – 2008
Paris

Responsibilities

- Improved forecasting model and annual reporting process resulting in annual reduction in departmental costs of 10%
- Improved internal capabilities and reduced reliance on external advisors generating savings of ~£0.5 million per annum

Key Achievements

- Due diligence and M&A activities
- Provided structured financing solutions for large B2B deals
- Acted as Finance Director during absence
- Advised for and led divestment of loss-making manufacturing business

PREVIOUS ROLES

1999 – 2004

2001 – 2004

1999 – 2001

McKinsey

Lead M&A Partner

M&A Advisor

1995 – 1999

Deloitte

Senior Analyst

NON-EXECUTIVE CAREER

Non-Executive Director
2018 – Date

InGen

InGen is a FTSE AIM listed InsureTech company. InGen uses artificial intelligence and machine learning to save consumers money on their annual insurance renewals whilst reducing churn and acquisition costs for insurance companies