

Peter Consults.



Professional Summary.

Results-driven, self-motivated, and resourceful business leader with over 40 years of experience in founding, managing, and growing dynamic organizations. Proven ability to strengthen management teams, maximize profitability, and drive operational efficiency. Skilled at establishing sustainable and profitable relationships with customers, suppliers, and stakeholders globally. Adept at creating value through strategic vision, sales expertise, and effective team leadership. Now seeking to leverage this expertise as a business consultant, helping organizations achieve sustainable growth and operational excellence.

Key Skills.

M&A and Business Development

Experience in identifying opportunities, developing new client relationships, and advise on the strategy direction of the business.

Strategic Leadership

Proven ability to set strategic direction and inspire teams to deliver results.

Operational Management

Skilled in overseeing all aspects of business operations to ensure efficiency and profitability.

Digital & Technology Expertise

Deep understanding of routes to markets with product development.

Stakeholder Engagement & Corporate Governance

Proficient in building strong partnerships with Board members, clients, suppliers, and stakeholders across diverse markets.

Change Management

Experienced with the oversight and in guiding organizations through acquisitions and transitions, ensuring seamless integration and continuity.

References.

Available upon request.

Executive Experience.

Managing Director/CEO **Cablenet Trading Limited** *Camberley*

1997 – 2025

- Started Cablenet Trading to develop a Far East production and sourcing vehicle for the Networking and IT industry..
- Successfully sold the business to CMS Distribution in June 2023 and with the successful integration into CMS during the last 12 months, my role as CEO as now complete.
- Developed our core premium products with consistent product excellence over the years into one of the main "Go to" companies in the Network Cabling market
- Created an exceptional customer service model with a proven business delivery model.
- Managed and strengthened both the management teams and staff with many team members being with the company for a combined period of 150 years.
- Fostered sustainable relationships with customers and suppliers, driving repeat business and long-term partnerships.
- Delivered consistent year-on-year growth through innovative new products and marketing and business development strategies.

CEO **A&GP Group Ltd**

Frimley, Surrey and Bond Street London

2004 – 2023

- In 2004 I combined my companies into this Group Structure and in 2016 brought in Private Equity to assist in resolving the financial constraints on the business.
- Developed a five-year sustainable roadmap and provided strategic oversight during a major transition of the business.
- Managed board reporting offering strategic insight with a 12-month forecast model, risk, regulatory, ESG compliance and M&A decision making.
- Successfully managed the sale of Cablelines Pronet by Comtec Cable Accessories in 2018.
- Successfully sold the remaining business to CMS Distribution in June 2023
- Acquired Swale Companies in 2010 and integrated this into our Cablelines trading division.
- Successfully launched ConnectorCo as a new division in 2007.
- Successfully acquired Netshop Ltd in 2006 and this has been a B2B and B2C trading platform for all the group products until the CMS acquisition in 2023.

Founder & Managing Director **Cablelines Pronet Ltd**

Frimley, Surrey

1983 - 2012

- Founded Cablelines in 1983 and grew it into one of the UK's leading distributors of structured cabling systems.
- Acquired Pronet one of our major competitors in 2005 and managed the combined business into one of the U.K's leading Branded Structured Cabling Product distributors.
- Oversaw the integration of the two companies operations, with a strong focus on sales, business development, customer retention, whilst leading a team of experienced professionals, fostering a culture of innovation and excellence.
- Collaborating with a portfolio of international companies to build a robust network of partnerships with seven global manufacturers, offering tailored solutions to diverse clients.

Co-Founder & Managing Partner **Usystems Ltd**

Bedford

2005 - 2012

- Co-Founded Usystems Ltd with my business partner and helped establish a leading U.K. manufacturer of Network Cabinets.
- Successfully encourage the development of two world leading engineering products in Uacoustic and Cold Logic.
- Assistance in the early years of the operation, with a strong focus on short term financial needs and business development.
- Sold the business to my partner in 2012 who successfully sold the company to Legrand in 2023.

Achievements.

- Growing startup ventures into a market-leading companies in competitive industries.
- Orchestrated successful acquisition and disposals, ensuring business continuity and maximizing shareholder value.
- Built and sustained profitable relationships with global manufacturers and partners.
- Increased operational efficiency through innovative strategies and management practices.

Services.

- Strategic Business Growth, Risk and Planning advice.
- Crisis change, or digital disruption, Sales Development and Market positioning.
- Operational Streamlining and Efficiency Improvement.
- Change Management, business Transition, Talent, culture, or succession planning.
- Stakeholder and Partnership Development

Contact.

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