

# Thomas Rochford

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Web: <http://www.isfahan.org.uk/glossary/author/author.html>

- An **experienced manager** with a track record of successful change management and innovative ideas in a range of environments;
- An **innovative problem solver** across a range of disciplines and technologies;
- **Financially adept** and able to negotiate and work under pressure;
- A fluent and **knowledgeable communicator** with a wealth of ideas;
- A **team player** who is looking for a new team with which I can share knowledge and breadth of experience.



*BBC News 24, Sunday, November 06, 2005*

## ACHIEVEMENTS

- Pioneered hydroponics for houseplants in UK & established successful interior landscaping company to market this.
- Pioneered use of Linear Programming and computerised batch processing for horticultural crops.
- New product research, introduction & commercialisation (flowering Cacti, 'Endurance' strain of African violets).
- Led consortium which successfully bid for Government (JISC) funds to setup and manage a Regional Support Centre for e-learning in East Anglia.
- Proposed & managed the rollout of Regional video-conferencing network for University.
- Created authoritative and extensively used educational website on Islamic Architecture
- Managed growth of IT Department by acquisition & merger through discussion & negotiation.

## MANAGEMENT

- **Managing Director** of Industry leader in Horticulture (10 years, 350 employees)
- **University IT Director** (20 years, 86 employees)

## FINANCIAL

- Financial & Capital **forecasting and budgeting** (approx £4m).
- **Bidding** for, obtaining and managing externally funded resources.
- Good **understanding** of Financial and OM procedures and techniques.

## NEGOTIATION

- As **seller** with major supermarket chains e.g. M&S
- As **buyer** with major suppliers, e.g. ORACLE
- With **Government** as Chair of Lea Valley Growers' Association
- With **Staff and Trade Unions** over performance, redundancy and merger issues.

## COMMUNICATION

- **Books** – Cacti & Succulents (Collingridge ~150,000), African Violets (Company 250,000)
- **Lectures** {sample} – Holden Centenary Lecture (Nottingham University), Hydroponics (Royal Horticultural Society). Programming (Anglia Ruskin University), Hildegard v. Bingen (Guild of Pastoral Psychology), Islamic Architecture (Manchester University), Linear Programming (MoA)
- **Media** – Gardeners' World (Cacti & other Pot Plants), BBC & ITV News & Mail on Sunday (Horticultural matters & Flood prevention), Tomorrows' World (Hydroponics).
- **Web** – Islamic Architecture: <http://www.isfahan.org.uk/>

## LANGUAGES

- **Human** – German (conversational), فارسی (Farsi – basic written and spoken), French (reading), Latin (written), some Greek and Italian.
- **Computer** – ADA, BASIC, C, Perl, SQL, HTML and derivatives.

## CAREER RESUME

1987-2007	Director of IT Anglia Ruskin University.
1986-1987	Lecturer Anglia Ruskin University.
1974-1984	Managing Director – Rochfords House Plants (Business sold profitably after re-zoning of land for housing).
1970-1974	Business Development Director – Rochfords House Plants Diploma in Management Studies.

## QUALIFICATIONS

1966-1969	Cambridge University, Trinity Hall, BA Law.
1984-1986	HND Computing (Anglia Ruskin University).

## TRAINING & PROFESSIONAL DEVELOPMENT

- Change Management, Performance Management, ITIL, PRINCE-2.
- Fair & Effective Recruiting, Charing Selection Panels.
- e:Learning (JISC & ALT).
- Health & Safety (Fire Marshall, Stress Awareness).

## OTHER PROFESSIONAL RESPONSIBILITIES

- **Chair** – Lea Valley Growers' Association, EastNET Management Committee
- **President** – Aspenden Cricket Club
- **Governor** – Glasshouse Crops Research Institute, Littlehampton.
- **Treasurer** – Guild of Pastoral Psychology.

## PERSONAL

- **Date of Birth:** May 1947
- **Nationality:** British.
- **Status:** Married with two children aged 14 and 12
- **Mobility:** Ability and resources to drive.
- **Availability:** Summer 2007.

## INTERESTS

Antiques, Architecture, Cooking, Gardening, Languages, Medieval Mysticism, Mobile Computing, Music (Classical & Ethnic), Reading, Serendipity, Theology,