



ICW Associate Profile

Neil Black – Associate

Summary

Neil is a highly respected business professional working across all key areas of the construction industry with over 35 years delivering on his promises. Neil is one of the few individuals who has the passion, strength of character and experience to make a real difference in an industry with a very challenging economic climate. He is an inspirational leader who is highly regarded by his peers, colleagues and even his competitors. He has the ability to think strategically, whilst understanding opportunities and defining business goals.

Neil has been a leading light in establishing the collaborative approach epitomised by the CMF community, recognising and advocating the importance of trust. The excellent results achieved were in no small part down to the contribution of Neil. He demonstrates values that encourage other businesses to form strategic alliances / partnerships of mutual benefit. There is no self-interest, only the best interests of the collective and the industry at all times - which is a unique USP of Neil.

Key Experience

Throughout his career Neil has made major contributions to his employers and the industry in which he operates with his vision to make a difference. He established a new TM business taking it from concept to reality. It became one of the top 3 TM businesses within 10 years, with an annual turnover of £16m, a 2 digit profit margin and a forward order book for 3 years. Neil developed 90% of the vehicle specification adopted by SPITMO on vehicles operating on the motorways and highways today. Safety, Quality and Customer Service were at the heart of everything achieved by developing People, Performance and Partnerships.

Neil pioneered a programme for the Highways Agency in the Construction Management Framework for 22 different organisations securing the long term partnering award and client of the year. He established a fully integrated supply chain with a project first attitude resulting in excess of £23m savings with no contractual claim letters in the same period. He secured a 3 year extension from the HA board when part of a delegation to promote the values of CMF.

Alleviate Consulting Limited was born in April 2014 providing Business Solutions in 7 key areas: Cultural Change, Collaborative Working, Customer Service, Business Development, Business Health Checks, Supply Chain Integration and Corporate Event Management.

Key Qualifications and Professional Memberships

- Client of the year - Highways Agency.
- Long Term Partnering Award - CMF Community.
- Built Top 3 business in 10 years - Alfred McAlpine TM.
- Pioneered a Cultural Induction - CMF Community.
- It has been said by a Major National Client, that Neil is a significant asset to the construction industry.