# Di Limam – Making a Tangible Difference



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## **Professional Profile :**

Highly self-motivated and tenacious Manager and Director with over 20 years of experience working easily with customers, internal workforce and suppliers alike. An excellent team leader working well with people at all levels.

I enjoy sharing results with the team as I strongly believe everyone has a part to play however small. I thrive on seeing excellent results and am highly satisfied when the team is successful.

"Highly respected by all those around her, whose delicate touch on the tiller guided a small company to grow their Export Market from 10% to 25% of turnover in 3 years"

References available on request.

1983 – 1985	Sheffield City Polytechnic BTEC Higher National Diploma in Business Studies Pass with Distinction		
1981 – 1983	Mid Cheshire College of Further Education BEC National Diploma in Business Studies – PASS Pitmans Elementary Typewriting – PASS		
1976 – 1981	Helsby High School	8 <b>O</b> Levels Grades A-C	
<b>O</b>			

## **Career History :**

June 2019 - Present

Finance Manager responsible for the smooth running of the Accounts Department dealing with Cash Flow, Management Accounts, Budgets and Forecasts, Invoice Discounting and Reconciliations. I also oversee the HR for the company.

Total Inventory Solutions Ltd trading as Totis

September 2000 – August 2018	Gabriel Ash Ltd
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August 2015 –	August 2018	Managing Director	of Gabriel Ash Ltd
January 2008 –	July 2015	Company Director	of Gabriel Ash Ltd
September 2000 – De	ecember 2007	Office Administrator	of Gabriel Ash Ltd

Hands on Director responsible for the smooth running and growth of a niche bespoke business based on the outskirts of Chester. Gabriel Ash have been engineering and constructing greenhouses for over 70 years selling to the business and consumer markets. Responsible for Finance, Sales & Marketing, Customer Service, HR and working alongside the Operations and Production Manager to oversee Logistics and Production.

- Sales Management including Business Development
- Marketing traditional, digital, brand awareness and Public Relations
- Trade shows and Events
- Project Management
- HR and Staffing
- Finance/Management Accounts including Budgets and Forecasting and Payroll Management
- Business Management and strategy
- Production
- Logistics

Please see my website www.DiLimam.uk/CV







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# **Career History continued :**



With RHS Licencing team at RHS Wisley



With the Belgian Rep's wife at a Garden Festival Site in Bruges



Curriculum Vitae of Di Limam





Last Updated : June 2020



# **Career History continued :**

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#### 1997 -1999

## **Iceland Frozen Foods PLC**

Expense (Purchase Ledger ) Manager. Supervising a team of 11 staff.

Managing the Iceland Frozen Foods, Barclaycard and Cash Expense systems

- Setting daily and quaterly targets to ensure the work was completed according to the deadlines
- Monitored and analysed results and improved procedures
- Responsible for all man management including motivating the team, appraisals, interviewing and any necessary disciplinary action.

## 1992 – 1997

#### Buy & Sell Ltd

Accounts Supervisor	1995 – 1997
Accounts Assistant	1993 - 1994
Telesales Executive	1992 – 1993

- Cold calling customers to gain new business
- Keeping in touch with current customers solving any queries
- Credit control and Purchase Ledger
- Supervising a team of 6
- Day to day running of the accounts department

#### 1987 -1991

## **Thompson Tour Operators**

In my twenties I was a Thompson rep in Tunisia (hence my ability to speak French). Being fluent in French assisted my appointment as lead rep particularly important on transfer days.

- Customer care for overseas guests ( including those that unfortunately deceased whilst on holiday )
- Problem solving and organising excursions
- General accounts and admininstrative duties





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**Career History continued :** 

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I enjoy cooking, reading, walking, dancing and motorbiking with my partner. I have 2 adult daughters. I have lots of friends from all walks of life and am a member of a Wine Group, we enjoy taking in shows as well as the normal reasons for forming a wine group.

