



THOMPSONS OF PRUDHOE

STEPHEN FORBES QUARRY SALES MANAGER

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Year of birth: 1954
Nationality: British
Joined firm: January 2000



PERSONAL PROFILE

A self motivated professional happy to work as part of a team but prepared to commit and take personal responsibility when appropriate.

With over 40 years in the quarrying industry my skills and experience can be used to assist and support management operations to help ensure good working practices and success in our industry.

EDUCATIONAL HISTORY

1966 – 1972 Spennymoor Grammar School [7 O levels]
1973 – 1976 Durham Technical College [OND Sciences]

QUALIFICATIONS & TRAINING

Quality control & testing asphalts/macadam @ TRRL lab Egham.
Quality control in quarries @ Doncaster College.
Accountancy for non commercial managers @ Sheffield Management Centre.
Industrial sales techniques 1 & 2 @ PERA Melton Mowbray
Telephone sales techniques @ Tilcon Coxhoe.
Various Tarmac Roadstone H&S, manual handling & sales training courses.

CAREER HISTORY

2000 – present, W & M Thompson (Quarries) Ltd

The role as Quarry Sales Manager working alongside our production, haulage and finance teams means that I am responsible for promoting our commercial policies, products and services to ensure both customer satisfaction and an acceptable return for the Thompson Group.



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The time I have spent in the industry has resulted in forming a useful list of customer and supplier contacts which can be used to our advantage.

My quality control and technical experience helps our production managers to assess both capabilities and limitations also proving valuable when dealing with customers on specifications and recommended usage of our products.

1990 – 2000 Mineral Property Investments [Tarmac/Tilcon jv] field sales manager.

1983 – 1990 Raisby Quarries sales rep.

1980 - 1983 Raisby Quarries coating plant supervisor

1973 – 1980 Raisby Quarries quality control technician