

# EUR ING Andrew Knott

MBA (Leeds - Distinction) | Dipl Eng | BSc (Hons) | CEng | FIET | FinstMC | CMgr | FCMI | FAPM | PMP®  
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## Executive Profile

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### PRINCIPAL CONSULTANT | NON-EXECUTIVE DIRECTOR (NED) | STRATEGIC ADVISER

**A strategic adviser to manufacturing boards and Tier-1 Life Science leaders.** I bridge the critical gap between **technical reality (OT)** and **commercial strategy**, helping organisations de-risk complex capital investments and accelerate digital maturity.

- **Board-Level Authority:** A Chartered Engineer and Fellow of the IET, CMI, and APM with 30 years' experience, recently bolstered by an MBA (Distinction) and Dean's Prize (2025).
- **Commercial Rigour:** Proven track record of growing business units (Fluor, PM Group) and securing "Preferred Supplier" status with global giants like GSK and Sanofi.
- **Governance Expert:** Specialist in assuring major capital programmes (CapEx), ensuring they deliver genuine ROI, regulatory compliance (GAMP 5), and operational resilience.

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## Core Advisory Services

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Strategic Leadership: Digital Transformation, Smart Factory Strategy, Stakeholder Management, Budget Oversight.

\* Technical Governance: GAMP 5, CSV & Data Integrity, Quality Management Systems (QMS), 21 CFR Part 11.

\* Automation & IT: MES (Werum PAS-X), DCS (DeltaV, Siemens PCS7), Industrial AI, Cyber Security (ISA/IEC 62443).

\* Project Controls: PMP® Certified, Agile/Scrum, Vendor Management, Risk Mitigation.

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## Professional Experience

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**KNOTT ADVISORY (Group Managing Director)** | Global | Jan 2012 – Present *Founder and Principal Consultant of a boutique advisory firm delivering strategic leadership to the Life Sciences and Manufacturing sectors.*

### Selected Strategic Mandates:

- **GE Healthcare (2024) – Programme Strategy Lead:** Directed the strategic definition (Basic Design) for a global Manufacturing Execution System (MES) and Historian deployment. Aligned technical architecture with multi-site commercial objectives.
- **Novo Nordisk (2022) – Global Compliance Strategy:** Defined the Global Computerised Systems Validation (CSV) Strategy for new-build capital projects. Standardised the validation approach to reduce time-to-market for critical assets.
- **Takeda (2020) – Programme Turnaround:** Parachuted in to rescue a complex Automation Upgrade programme (150+ systems). Restructured the governance model and delivered the project from concept to execution.
- **Johnson & Johnson (Janssen) (2016–2019) – Capital Governance:** Served as the Client Representative for a major API facility expansion. Managed the interface between the client and system integrators to ensure the £MM investment met stringent GxP regulatory standards.
- **SolutionsPT (2023) – Product Strategy Adviser:** Advised on the validation and market positioning of "Octoplant" configuration management software for the regulated sector.
- **Interim Project Leadership Roles (2012 – 2016)**
- **Dr. Reddy's (2015–16) - Principal SME:** Led gap analysis and remediation planning for a Siemens PCS 7 batch control system at a Bulk API facility.
- **Bio Products Laboratory (2015) - Site Automation SME:** Directed validation for aseptic filling lines, washers, and fractionation control system upgrades.
- **Dynavax (Rhein Biotech), Germany (2014–15) - Interim Automation Manager:** Developed site strategy, managed system inventory, and led automation CAPA remediation.
- **Schneider Electric (Eurotherm) (2014) - Senior Project Manager:** for nuclear and chemical projects involving Wonderware systems.
- **Fluor Ltd (2013–14) Project Manager (E, I & A).** Directed conception to handover for High Voltage (11kV) and Rockwell automation systems for a Carbon Fibre manufacturer (Hexcel).
- **MSD (Animal Health) (2013) - Principal Consultant:** Developed site automation strategy, risk analysis, and inventory for 150 systems across three sites.
- **NNE / UCB, Switzerland (2012–13) - Senior Specialist & Project Manager:** Led the implementation of DeltaV and Syncade MES for a new biotech plant.
- **Gedeon Richter, Hungary (2012): Automation Project Manager:** Led ABB 800xA DCS implementation for a Biosimilar facility.

# Andrew Knott

P a g e | 2 of 2

## PREVIOUS EXECUTIVE LEADERSHIP

### **PM GROUP | Business Unit Director (AIS) | Global | 2008 – 2012** *Recruited to establish and scale a new "Automation & Information Systems" business unit.*

- Business Growth: Built the unit from scratch to a team of 10 consultants, defining the P&L structure and service offering.
- Strategic Partnerships: Negotiated and secured Solution Partner certification with Siemens and ABB.
- Client Acquisition: Won "Approved Supplier" status with GSK, Sanofi, and Weyerhaeuser, converting one-off projects into long-term framework agreements.
- Standardisation: Developed global engineering standards (ISA-95) to drive consistency and margin improvement across international projects.

### **FLUOR LTD | Business Unit Director (Process Automation) | UK & Europe | 1999 – 2008** *Led the European Process Automation Group (PAG) for a Fortune 500 engineering firm.*

- Organisational Development: Grew the department to 25 staff, implementing an ISO 9001/TickIT Quality Management System within 5 months to ensure delivery excellence.
- Commercial Strategy: Established the unit as a preferred supplier to GSK, Sanofi, and Novo Nordisk.
- Programme Governance: Served as Project Director for high-stakes initiatives, including the GSK Biopharma Process Development Centre (Stevenage), holding accountability for budget, schedule, and technical risk.

## EARLY CAREER FOUNDATION

- Kvaerner John Brown (1992–1998): Principal Engineer & Technical Consultant. Member of Systems Control Group Management Team. Responsible for management of all system integration projects.  
Lead Engineer for major assets at GlaxoWellcome (Biology Pilot Plant, Stevenage) and Zeneca (Quorn II, Billingham)
- Siemens (1978–1991): Technical Project Manager. Technician Electrical/Electronic Apprentice, sponsored through university and promoted annually following graduation from assistant application engineer to Technical Project Manager.

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## Education

### **Master of Business Administration (MBA) – Distinction | University of Leeds (2025)**

- Awards: Dean's Prize for Top Student (Best Overall Performance in Cohort > 75%).
- Capstone Project: Achieved Top Cohort Mark (85%) for a live strategic consultancy challenge.
- Focus: Strategic HRM, Global Marketing, Leading in Practice.

### **Executive Education (MBA Modules) | Warwick Business School (2024)**

- Distinctions: Operations Management, Strategic Advantage, Digital Transformation, Organisational Behaviour

### **Dipl Eng (Process Automation) – Engineers Degree (5-Year) | University of Salford (1993)**

### **BSc (Hons) Electronic & Electrical Engineering (1st Class) | University of Salford (1986)**

### **Artificial Intelligence – Professional Certificate | University of Oxford (Saïd Business School) (2021)**

- Focus on AI implementation strategy and business ethics.

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## Professional Qualifications

- EUR ING: European Engineer
- CEng: Chartered Engineer
- CMgr: Chartered Manager
- FIET: Fellow, Institution of Engineering & Technology
- FCMI: Fellow, Chartered Management Institute
- FAPM: Fellow, Association for Project Management
- FInstMC: Fellow, Institute of Measurement & Control
- PMP®: Project Management Professional (PMI)

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## Volunteering

Mentor & Assessor: Active volunteer for the IET and CMI. I mentor engineering managers toward Chartered status (CEng/CMgr), fostering the next generation of industrial leadership.