**James Day**Simply put, I’m applying for the position of Chair as I feel the timing is right following just over 2 years on the committee. During this time I feel I have contributed to a successful period and learnt a lot about the objectives and key ways we can add value to this section of the business supplies community. I believe in the purpose of the committee and feel it is crucial to continue this good work in order to inspire and maintain the interest of aspiring young professionals within office products. The future of this industry is going to come from new ideas and new ways of working and I believe the best place to find this kind of thinking is within this community.

My plans across the 2 year period would be to build/adapt a new roadmap, signposting the value that can be achieved through regular attendance at LOTF events. I would like this to include more diverse topics beyond leadership and encourage participation from attendees to shape future conferences and topics. I would also like to encourage idea sharing and cross collaboration within the group to all form a toolkit of both practical and networking value add that can be taken from being an active member of the group.

I feel my value lies in ideas and problem solving primarily – with the day job a lot of my time is spent coming up with initiatives and concepts and then creating the guidelines/removing obstructions in order for them to be accomplished. I believe leading the committee would follow the same pattern to a degree and that is where the bulk of my value would lie.

 **References

Simon McLoughlin**

*Director of Merchandising at VOW Wholesale*

James has been a consistent builder of strong relationships with customers and was instrumental in finding better solutions for both VOW Wholesale and Durable from the start. In the last 18 months, however, his strategic leadership took the relationship to a new level. He saw the potential to reframe the relationship from supplier-customer into a material distribution partnership with VOW Ireland. He made it easy to find mutual solutions to problems and execute a new exclusive partnership in a short period of time. He reversed the decline in relevance of the VOW/Durable relationship for both businesses. The expectation now is a long consistent period of growth together.

**Karin Seidl**

*Vice President Sales at Durable*

James is a very passionate and a highly motivated individual with a diverse background in sales leadership roles outside of the OP industry. He has a proven track record of exceeding his targets through astute commercial awareness coupled with strong relationship building skills. James takes over new challenges and responsibilities with enthusiasm, inspires and leads his team to achieve the best goals in a constructive and friendly manner. He is always willing to develop his skills to the next level and contributes to our business in an outstanding way.