

# PRESS RELEASE



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## **New Head of Business Development for GB Railfreight**

GB Railfreight has appointed Mike Higgins as Head of Business Development.

Mike, 47, originally a surveyor and site manager, brings to GBRf years of senior level experience of national and international logistics in a range of industries

He joins GBRf from DB Schenker where, for the past three years, he's been working for DBS on the London 2012 Olympic Project.

Mike was the Commercial Manager responsible for marketing and supporting the highly successful rail logistics in and out of the Olympic Park

During this time Mike developed partnerships with contractors and manufacturers to create door-to-door logistics solutions throughout the UK and on occasion, mainland Europe.

His work led to around 3million tonnes of material being moved by rail, supporting the Olympic Delivery Authority's sustainable transport policy to deliver by rail over 50 per cent of all materials needed to build the Olympic venues.

Before joining the rail industry, Mike was Director of Europe, The Middle East and Africa for NetDimensions, a Hong Kong based organisation, and Skillsoft from the U.S. He was responsible for growing, marketing and supporting the distribution of their products and services throughout those areas.

GBRf Managing Director John Smith said: *"I am delighted that Mike has joined us. He brings high level experience and I am certain he will help us drive GBRf forward."*

Mike said: *"It's a pleasure to join GBRf, a growing, successful business. I like their can-do attitude and look forward to working with some of the best people in the industry. I hope that with my experience we can win more business and maintain GBRF's phenomenal growth."*