
General Contact

Mel Loades



Mel is the main contact and co-ordinator for the Into UK Business Advisors. He has been working with SME's for over 18 years helping business turn round difficult (in some cases, almost hopeless) situations. Helped other fast growth companies avoid the pitfalls and dangers of such a strategy whilst keeping them on track to assist in achieving their goals and aims. Been able to assist business owners plan a successful exit or develop their business to suite their aspirations, and as a founder Director developed a successful international business across Europe.

Tendering

Tim Colman



Tim has an Honours Degree in Electrical Engineering with 25 years experience working in major global corporations, both in UK and overseas. During that period he has built up specific expertise in tender response documentation (for both products and services) with a bid success rate of greater than 80%. He has been – successfully - involved in public and private sector tenders around the world.

Sales and Market Penetration

John Bycroft



John provides a complete outsourced sales solutions to all sizes of companies. We are supported by field sales resources, telephone sales, relationship sales people and an unparalleled international network of senior level business contacts through whom our clients' products and services are promoted and sold.

Supply Chain Management

Gen Ford



Approaches business from a process-oriented perspective, working with clients to understand their imperatives then facilitating the creation of optimised, robust supply chains that meet the fulfilment challenge – especially for high-value, limited shelf-life or temperature controlled products across the city or across the globe.



John Harrington

[Profile required]

Africa Specialist

Bryan Lemar



Bryan has been an independent consultant for almost 16 years, which included an extended period working in the capacity as the CEO of a major US Corporation developing their business interests in Africa. Since then he has been at the forefront of trade and investment activities (project feasibility, financing, joint venture facilitation etc) between southern African countries, and the EU/USA. He has therefore extensive experience dealing with government and private sector institutions alike and has made numerous presentations to international conferences on business development between Africa the rest of the world.

All advisors are Accredited Executive Associates
of the Institute for Independent Business

