

## East Midlands Group



### Business Turnaround

*Phil Stanyer*

A chartered accountant, Phil has worked in manufacturing, capital goods finance, retail, service and wholesale distribution sectors and has been a lead figure in turning around ailing and disorganised companies. In each case he has continued to work with these businesses leading them to industry leading results both financially and from a customer satisfaction.



### Marketing & Sales

*Dirk Terjung*

With two degrees in Marketing from Germany and England, Dirk has gained much experience in bringing products and services to market. He has experience in the food wholesale sector, financial products market development, marketing strategy and implementation for investment products and imported textile products. He has expertise in project managing sales, planning a marketing strategy to conducting sales actively to the end user.



### Strategy & Business Mentoring

*Paul Green*

With a background in the electronics industry, alongside experience generated within the charity sector, Paul offers a unique combination of skills covering sales, marketing and operations. His insight to business is now applied taking a strategic view to companies that he works with, often working as a mentor to the managing director/owners of a business and generating action based plans directly impacting the organisation's profit and performance.



### Manufacturing and Engineering

*Bernard Pope*

A top class communicator, with over 40 years experience in the Manufacturing, Logistics and Service sectors. From an engineering background, with direct line and project management experience including responsibility for "the bottom line". A catalyst for change, who specialises in the reduction and control of costs through lean manufacturing, process re-engineering and efficiency optimisation throughout the supply chain.



### Strategic Business Development and Marketing

*Peter Smith*

Peter has over twenty five years' experience in the IT industry with eleven of those as Sales and Marketing, Technical Services and Business Development director for some of the major IBM Business Partners in the UK. He has experience in recruiting, managing, training, motivating, targeting and running sales and marketing teams at the forefront of business growth. Today, he focuses on supporting SME's in the planning for their strategic development.



### Business Turnaround

*Alex Evans*

By profession a Chartered Engineer, Alex has been a director of companies for over 30 years. In latter years he has used his experience to turn loss making companies into profitable ones. He is also a business coach / mentor and uses these skills to help MDs focus on strategy and taking action to improve the performance of their business.

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### Human Resource (HR)

*John Wells*

An experienced business advisor, who has helped many businesses develop and improve, by finding practical solutions to their problems or issues and thereafter helping with implementation thereof, or by providing advice and guidance that works. Projects include strategic / business planning, financial, human resource, quality and training and development in these management areas, including skills transfer.



### Marketing

*Martin Parry*

Martin has considerable experience in the Travel, Leisure, Telecommunications and Computer Services industries. He has held senior management and board level responsibilities with specific responsibility for Channel & Account Management; Market & Product Development and New Technologies. Martin is very much a team player, leader and motivator and works building business skills in The Professions and with organisations who wish to change their strategic direction.



### Operations & IT

*June Beddows*

A strategist who can help organisations gain efficiencies, cost reduction and strategic advantages by effectively harnessing the power and value of well managed information and information systems. June is skilled at the implementation of information-based systems, identifying and meeting the needs of both staff and management in terms of training, performance and ensuring successful and efficient outcomes for those involved.



### Finance Matters

*Steve Allison*

Steve is a broad-based finance executive with over 30 years experience in large corporates, "big firm" consultancy, and the SME sector. Particular areas of expertise are business planning, strategic review, funding, and cash management. He has extensive experience in the manufacturing, engineering, and B2B services sectors (including plc board experience), as well as, more recently, the charity sector.



### Mergers & Acquisitions

*Peter Kroeger*

A Chartered Accountant, but now a specialist salesman, I spent 15 years in the IT sector ending up running a 200 person software house. I also spent 3 years running a Security Services firm during which it grew from 1200 staff/£30m turnover to 1700/£50m. I prepared the business for sale and found the acquirer. For 7 years I have specialised in helping companies to raise finance, to buy businesses and, primarily, to help business owners to prepare businesses for sale, then to sell them for maximum value.