

Business Development & Strategy

Shaun Brailsford



Shaun is a highly experienced strategic thinker who has the ability to provide practical action-based business solutions to Managing Directors and owners of SME(s). His skills were originally gained in the fast paced and dynamic environments of international publishing - national daily newspapers and magazines, new media and recruitment; and have subsequently been honed in business consulting. Shaun's key skills set includes business planning, coaching and mentoring, client relationship development and sales and marketing. His years of business experience have been characterised by profitable growth and exceeding client objectives.

Process Analysis and Improvement

Paul Bryson



Paul has a proven track record of using process analysis to produce pragmatic, achievable business solutions, making best use of existing resources to ensure an organisation's resources are fully utilised. He has a Masters Degree in Business Administration and a post-graduate diploma in Knowledge Management, but his main strength is working with organisations to produce solutions that meet current and future business needs, then managing the implementation to ensure business continuity.

Marketing

Tim Jenner



Tim has been helping fast growth companies grow in challenging circumstances. He has ten years SME company owner experience, and has grown and sold the companies he has owned. He has ten years senior level in corporate environment, which has enabled him to use corporate growth processes and disciplines in small companies. He specialises in hands on sales and marketing activities, and has financial skills to ensure growth is profitable, and downward growth is transformed to profitable growth. He has helped business owners buy back a majority share in a business, which they lost due to variety of very valid reasons, and has successfully sold businesses for business owners.

Quality Management

Andrew Merker



Quality Management consultant with experience of a wide range of businesses now working with various clients to implement and support quality management systems. By adopting the process approach encouraged by the latest ISO9001:2000 standard the work focuses on ensuring the documentation is kept to a minimum and is tailored to the client's current operation. Qualified as a Lead Assessor for Financial Services clients and available to carry out internal quality audits for clients and their suppliers

Sales

Ian Thomas



Technical problem solving in sales organisations both in the UK and overseas. Development of sales teams. Sales Trainer. Industrial Pumps and Filters, Pharmaceutical, Food and Beverage Industries, Medical Devices, Environmental Technologies, Electrical Wholesale.

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

