
Business Strategy, Analysis & Finance

David Graham



Having qualifications in both Electronics and Mechanical Engineering David's early career progressed and flourished in an engineering development and manufacturing environment. He then embarked on a management career becoming a Operations Director responsible for all Operations in Scotland of a large Electronics Company. In parallel with this he was an independent Project Review Director for major Projects throughout the UK, USA and Europe. For the last 10 years he has been applying these skills to the benefit of a range of clients in the SME sector. He has specialist knowledge in business diversification and rapid growth including the provision of funding.

Operations & Business Process

David Garvie



David has had a long career in the IT and software world, working in a wide range of company types, from large multinational corporations to small start-up companies. His particular strength lies in implementing the appropriate strategy alongside the most effective level of structured process in order to improve business or project performance. David now assists independent businesses across a wide range of sectors from IT to fish production. He devises and helps to implement strategies and processes which make a tangible difference to the business's objectives.

Human Resource (HR) & Coaching

Fiona Way



Fiona has a background in the pharmacy sector and offers a unique blend of knowledge and skills covering Coaching, Human Resources and Operations. After working as part of the management team in an independent pharmacy chain Fiona has good insight into the problems SME's can face. Recently she has been assisting SME's by providing HR advice and support from the strategic level down to grass roots level. Fiona has outstanding coaching skills which have resulted in excellent results both in terms of business and executive coaching in the SME sector.

Project Management

Colin Wilson



For 10 years Colin was owner manager of a small and successful private company through which he worked on a freelance basis for several well-known organisations in the banking and insurance industries. During this time he gained considerable senior level experience in business programme and project management and managed several complex and time critical projects in multi-site / multi-business environments across Sales, Marketing, Finance and HR. Additionally, Colin became a proven interim manager with experience in a senior operational 'Head of' function role.

Sales & Marketing

Alan Craig



Since 1979 Alan has been involved in Sales and Marketing, and has built up practical expertise on how to increase sales. During this period he has held senior Sales and Marketing positions with two major International Companies, gaining wide experience of Business Development Strategies, Sales and Marketing, and developing people and teams to enhance business performance. He was also MD of a start up business specialising in Sales and Management training and consulting. In recent years Alan has helped SMEs across a wide variety of business sectors to improve their sales results.

Finance & Strategic Development

David Shenkin



Family Business Expert with major focus on Finance and Strategic Development. Experience of being MD of companies from 5 -150 employees with turnover from £1M - 30M. Held a number of Non executive positions as Director and Chairman of Manufacturing, Retail and Service Companies. Also chaired Industry body (Floor covering) for many years necessitating co-ordination with Government bodies and all sectors of the floor covering industry.