

UK Business Advisors Scotland

UKBA™ Scotland is a group of experienced business professionals operating primarily in Scotland.

The group comprises a small team of locally based business managers who between them have wide-ranging skills and experience.

The one thing they have in common is that they have all been successful in business and can therefore contribute something of tangible and practical benefit to client businesses.

You will see from the details below, that between them they cover the types of assistance required by most businesses, whether they are a manufacturer, a technology company or a service provide:

e: scotland@ukba.co.uk

w: www.ukba.co.uk/scotland

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 an 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.

References & Case Studies

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 processing. He devises and helps to implement strategies and processes which make a tangible difference to the business's objectives.

Human Resources (HR): David Steele

David has experience in Human Resources & Manufacturing Management. He has been Managing Director of two manufacturing businesses (one over 500 employees). David's speciality is the people side of business, whether that is the "hard" side of employment law, redundancies, discipline, contracts, negotiation, consultation & mediation etc. Or, the "softer" side of developing inclusive and efficient people based work systems & processes. David has spent much of his career improving the efficiency of businesses where capital spending was limited and therefore needed to directly engage employees in improving efficiency, safety & quality while protecting & increasing profitability..

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.

Business Development: Jock Millican

Jock worked in senior roles in the drinks industry for many years, initially qualified as a brewer, his career included manufacturing, logistics, risk management and customer service. During this period he was also a director of the Freight Transport Association. Subsequently his work has focussed on SME business development including the provision of funding and supply chain projects. He is a non-executive director with a number of SMEs and the Scottish Rugby Union.