

## Midland Group Business Advisors - MGBA

MGBA™ is a group of experienced business professionals operating in East and West Midlands.

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 provider.

Finance ~ Sales ~ Marketing ~ Operations ~ Resources ~ Management ~ Strategy

If you require any further information on how we can help your business - please call us or email us today.

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e: [info@mgba.co.uk](mailto:info@mgba.co.uk)

w: [www.mgba.co.uk](http://www.mgba.co.uk)

MGBA Limited is registered in England & Wales, company number 05331879  
References & Case Studies

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Useful Downloads

Marketing-Simply - A Guide to Marketing for SMEs

Business Plan Template

Cashflow Template

Start Up Guide

Guide To Strategic Planning

Small Business Guide

Start Up Business? - [Click here](#)

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.

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.

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.

#### Marketing and Sales: Dirk Terjung

With an educational background in two degrees in Marketing in Germany and England Dirk has gained ample experience in bringing a product and services to the market. Experience has been made in the food wholesale sector in the UK, financial products market development in Germany, marketing strategy and implementation for investment products in Europe, service offering in local economy and imported textile products into the UK mainstream market. Project managing sales from B2B or consumer markets, planning a marketing strategy to conducting sales actively to the user, all activities are action orientated with possible immediate results.

#### 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.

#### WEST MIDLANDS GROUP 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.

#### Strategy, Marketing, New Products, E-Commerce: 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 and Acquisition: 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.

## Business Development: John Lee

John has over 30 years experience in all aspects of the extended supply chain, covering manufacturing and retail environments. This enables him to produce truly integrated solutions to Business Development Challenges which feature the alignment of the various elements of the supply chain to maximise the delivery of Customer Service excellence. Areas of expertise are Purchasing, Manufacturing, Logistics, Sales, Marketing, Customer Service and Product Support. A pragmatic implementer.

## Finance for Small Businesses Wallace Stein

Wallace has a background in banking, specialising in leasing and asset finance. During a corporate career which included success as managing director of three large businesses, he negotiated many acquisitions, launched numerous new products and managed many change programmes. Since leaving corporate life he has focused on delivering business finance and advice to small and micro businesses. His company has its own funds which it uses to help fill the funding gaps left by the banks and other traditional sources of finance.

Call us today to find out how we can help your business grow.