

## Thames Valley Business Advisors - TVBA

TVBA™ is a group of 13 experienced business professionals operating primarily in Maidenhead, Slough, High Wycombe, Reading, Newbury, Berkshire, Buckinghamshire and Oxfordshire.

The group comprises a 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:

(Click here to download summary profiles as a pdf file)

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Thames Valley Business Advisors Limited is registered in England & Wales, company number

05175740

General Management: Duncan Bratt

Duncan has wide experience of bidding for businesses up for sale and their Acquisition and integration. With the variety of corporates he has worked for, he has been involved with strategic appraisal & strategy development, HR performance management - executive, sales & company wide bonus schemes, appraisal schemes and annual pay reviews, change management with reference to ERP systems implementations.

Strategy, Marketing & Sales: Brian Dash

A wealth of experience in IT Consulting, Services, Education and Recruitment, through several senior executive positions in blue chip companies. These roles encompassed General Management, Marketing, Business Development, Sales and Product Management. Brian also has experience helping SMEs, ranging from financial recruitment, electronics, promotions, marketing and consulting with issues relating to business strategy, marketing and sales.

Marketing: Simon Hollingworth

Simon's experience in the field of marketing has spanned a broad range of companies and markets; both consumer and B2B. He has advised businesses on customer communication and how to maximise the impact of a marketing budget as well as devising, setting up and implementing customer marketing database strategies, membership marketing communications and loyalty schemes. By taking a commonsense approach to marketing and drawing on his wide experience of different organisations, Simon has helped his clients to focus on using marketing channels and techniques that are both cost-effective and appropriate to their specific business needs.

References & Case Studies

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Human Resources & Sales: Rachel Head

The combined experience Rachel has gained over 25 years in HR and Sales Leadership enables her to add value in a multitude of ways. Her ability to take account of commercial needs when dealing with people issues and people when providing practical advice on business matters is quite unique. She has assisted SMEs in a variety of ways including: establishing HR Processes and Practices, Employment Law Compliance, Performance Management, Sales Remuneration and Incentive Scheme Design, Sales Training, Change Management, Communications, Recruitment and Selection and Sales and Management Training and Development.

Finance & Turnaround: Barry Hill

Apart from being a qualified accountant Barry has spent most of his working life as a Finance Director with good overseas experience. Barry has a very rounded picture of most of the difficulties business life can throw at a SME. In more recent years Barry has been giving business advice to SMEs and has assisted more than one in overcoming financial obstacles and, in doing this, mentored and trained the management in financial measurement and awareness.

#### Leadership & Strategy: Roger McDonald

Roger has worked in the transport industry, in operations, manufacturing and consulting. He has developed winning business strategies, including a Management Buyout in a highly competitive environment, delivered, then sold on. He has a passion for customer service in driving revenue. Expert at stakeholder management, in managing commercial stakeholders and working at the difficult public/private interface.

#### Strategy, Operations & People: Martin Mellor

With over 30 years in Electronics Manufacturing, Quality Consultancy, Telecoms and Software/IT, Martin has a wide understanding of business practices and techniques from Human Resources to Logistics, Marketing, Sales, Product Development, Operations, Business Continuity, IT, Commercial Operations and Customer Support. He provides expertise in Business Process Re-engineering, implementing ISO 9001:2008 Quality management systems. He is a trained ISO 9001/TickIT Lead Assessor, skilled Facilitator and Trainer.

#### Merging Technology & Business: Chris Nabavi

With a degree in electronics, Chris started his career as an engineer, covering all aspects of hardware, software design, and IT. He has held senior positions in two multinational IT companies and has jointly run a small electronics design and manufacturing company. He is one of those rare individuals who understands business and technology and can apply good business practices making complicated issues simple. Chris is a senior member of the IEEE (in the USA).

#### Sales, Operations & Marketing: Mike Phillipps

With a business career starting as a Unilever Graduate, Mike became a Sales and Marketing Director with a variety of well known names in the FMCG, leisure and professional services sectors. Mike has extensive experience in helping small to medium sized enterprises in the Business to Business sector with many issues relating to marketing, sales volume, profitability and team leadership, in which he takes a practical "hands on approach".

#### Financial Matters: Chris Scanlon

Chris is a graduate chartered accountant with 20 years experience in blue chip companies and the last five years with small high growth companies. He is able to use his financial background to help businesses get to grips with the challenges and opportunities ahead of them. With significant experience of fund raising as well as acquisitions, joint ventures and turnarounds, he also has extensive experience of IT systems development and implementation.

#### IT & Internet Sales & Marketing: Gregory Spence

Greg has 25 years experience in IT and has run sales and marketing departments for large software corporates. He specialises in helping SME's to grow their business through the use of the internet. In particular generating leads through digital marketing and building online communities to grow brands and increase sales.

#### Entrepreneurial Business: Bryan Wilson

Bryan started his career as a Chartered Engineer working in turbine design, but after taking an MBA at the University of Toronto he embarked on a career in Finance and Marketing. In this he has held a succession of director level positions over the last 25 years in both disciplines with companies marketing their products and services to business and industry. He has been involved in three successful business start ups and has also worked at the other end of the scale as Marketing Director for a middle ranking FTSE listed company. He brings to the group a successful track record and a wide knowledge of general, financial and marketing management in the B2B business sector.

#### Strategic Marketing: Gordon Bowen

A PhD in Strategic planning, an MBA and Chartered membership of the Institute of Marketing gives Gordon a solid background in business strategy with a strong marketing flavour. He has worked in strategic planning for multi-national corporations and has successfully managed large projects in many areas including the Middle East. More recently he has combined his consultancy work with teaching Marketing and Business Strategy to MBA students from well known Universities.