

Manufacturing Business Advisors - MFBA

Grow Your Sales and Profits

MFBA™ are experts in Sales and Marketing for manufacturers, and focus primarily on the needs of Small and Medium sized Enterprises (SMEs). UK manufacturing businesses in this sector tend to have effective production processes, but often their sales and marketing are not up to the same standard. MFBA™ helps you overcome this problem by making available to you the expertise you may lack in-house.

MFBA™ provides services to manufacturing businesses in the UK to help them increase revenue and profit through better sales and marketing. Professional help from top advisors with proven experience is now available to you.

MFBA™ is already helping numerous companies like yours to increase sales and profitability.

[Click here to find out more About Us and What We Can Do For You.](#)

To increase your sales and profits contact Richard Wickes (group coordinator) today for a no-obligation discussion. Richard Wickes: e: richard.wickes@mfba.co.uk t: 020 7731 0853

Please find member profiles below:

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References & Case Studies

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Up to £1000 grant for your business.

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Tell me more!

Richard Wickes

Richard is the main contact for MFBA. With over 30 years experience of business management, he has worked closely with a number of manufacturing and distribution companies. His main areas of experience and interest are customer relations and business efficiency.

Brian Light

With over 30 years experience in the Consumer Electronics Industry Brian's expertise is in the Sales & Marketing of bringing 'products to market' through all channels of distribution; Retail, B2B, B2C, Wholesale/Distributors, Premium & Incentive Market, Direct Mail and E-Commerce.

Harold Forbes

Harold took a pioneering degree in Technology and Business Studies and has extensive international and UK experience. His core skill are developing and implementing sales and marketing strategy. He has particular strengths in understanding customers' needs and developing multi channel approaches to serving them.

Julie Brown

After graduating Julie started her career working for the BTR Group, both in the UK and Australia, covering all aspects of global marketing, sales forecasting and analysis and corporate integration strategy. Whilst in Australia she joined the Sodexo Group, with primary responsibility for the introduction of their strategic planning process, but also heading up their media team responsible for communications during the Sydney 2000 Olympics. Latterly Julie has worked in the Information Communications Technology sector for the DICOM Group, responsible for their sales and marketing and general management of their UK operations. A Fellow of the RSA and a Member of the Chartered Institute of Marketing, Julie now provides practical business support to the small to medium size enterprise sector.

Michael Legg

Mike Legg spent 28 years in the Machine Tool industry supplying high technology capital equipment to a broad cross section of manufacturing companies in the UK and Europe. He built up a company from scratch to become a market leader with over 100 employees offering a full customer training and after-sales support service and is therefore conversant with sales and marketing, business planning and finance (he is a Chartered Accountant), team building and motivation, international trade especially with the Far East and Europe, and business development. Whilst a few of his customers were big internationals the majority were SMEs and he was very active as President of his trade association (the Manufacturing Technologies Association) in lobbying government on behalf of UK manufacturing SMEs. He is now drawing on this valuable experience to offer business advice to SME manufacturing companies and trade associations.

Mel Loades

Mel has been working with SME's for over 18 years helping business turn round difficult (in some cases, almost hopeless) situations. Helped other fast growth companies avoid the pitfalls and dangers of such a strategy whilst keeping them on track to assist in achieving their goals and aims. Been able to assist business owners plan a successful exit or develop their business to suite their own aspirations, and assisted in the strategy of business owners being able to buy back a majority share in a business which they lost during a time of distress.

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