

South West Business Advisors - SWBA

SWBA™ is a group of experienced business professionals operating primarily in Gloucestershire, Wiltshire, Avon, Somerset, Dorset, Devon, Cornwall and Wales.

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:

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Product Management and Business Processes: Nick Burroughs

Nick has over 25 years experience and business expertise in the areas of Product Development, Project Management, Business Process Design and World Class Manufacturing; holding Board Level positions for the last 15 years. He has worked extensively in Europe, America and Asia.

Working across a wide spectrum of technology based industries, from telecoms to computing, defence to instrumentation. He has developed and delivered new products and services, often in adverse conditions, always creating growth and shareholder value. This breadth of knowledge is invaluable when supporting a business from inception through growth, to profit and eventual exit. Combining hands-on involvement with mentoring he works with the leadership team to enable them to make the changes necessary to thrive.

Sales & Marketing: Andy Christie

Andy has extensive experience creating business growth and business turnaround in many sectors including paper, chemicals, food and retail. Andy delivers hands on help, making a difference quickly. Andy has held leadership positions in Mars, Wiggins Teape, Brady Corp, Amberley plc and API plc.

Business Development &

Marketing Communications: Kurt Christopherson

Kurt has more than twenty five years of experience in Business Management, IT, Marketing and Sales, as well as having run his own companies three times. He is well trained in Business Management (having an M.B.A. from the University of Bath, 1989), in Engineering (having a B.Ap.Sc. Electrical Engineering from the University of British Columbia, 1982) and in IT, having worked for major manufacturers of voice communications, data communications and computing products for more than 20 years.

Finance: Roger Holland

Years of experience gained from a career with a major Clearing Bank. Commercial and Branch Management followed by Executive roles managing and developing large stand alone business operations. A proven track record in strategic and tactical management, strategic planning, business development, business transformation and customer relationship/change management. Now uses his wealth of experience to focus upon the identification and delivery of robust practical solutions, advice and assistance to SME's. Associate Chartered Institute of Bankers.

Property: Malcolm Randall, BSc MICE

Malcolm has a comprehensive range of experience in dealing with every aspect of property that will challenge the commercial businesses of today. These abilities include feasibility studies, commercial development, planning permissions, property projects, designs/drawings, acquisitions, freehold and leasehold negotiations, building contracts, project management, finance management, facilities management, rates audit/appeals and CCTV security systems.

Strategic Management: Gerald Sheehan

Gerald has held senior and Board level positions in both the public and private sector. His most recent appointments has been as Chief Executive of a Direct Marketing Company based in London where he was responsible for the acquisition and integration of the major competitor. Prior to that he was Chief Executive of the Royal Mint, a manufacturing and marketing business in the public sector with a turnover in excess of £100 million. He has a Master's degree from Sheffield University as well as graduating from Harvard University in the Advanced Management Program, the most senior business program run by the University.

Business Development & Marketing: Ian P Thomas

Ian has more than 30 years experience covering most aspects of business. He specialises in Business Development and Marketing and has worked in many sectors which include chemicals, apaint, lubricants and marine. He enjoys working with businesses where his practical "hands on" approach helps them to deliver growth. Ian has a BSc Honours in Chemistry from Leeds University and has held senior leadership positions with Courtaulds, International Paint, Castrol and BP.

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