

Northern Group Business Advisors - NGBA

NGBA™ is a group of experienced business professionals operating in Cheshire, Lancashire, Greater Manchester, Merseyside, North East and North West England.

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:

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Finance: Mike Kilroy

Mike started his career in large blue chip companies including overseas subsidiaries. This not only gave him an accountancy qualification but also invaluable experience of mergers and acquisitions. For the last fifteen years Mike has been involved with the SME sector and has lead a number of Management Buy Out/Buy Ins the last being as the Managing Director of an engineering company that raised turnover from £16m to £25m. Having been at the sharp end of business he has a wealth of experience managing the problems when the buck stops. He also has in depth knowledge of fund raising and how to access external funds.

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Sales & Marketing: David Lee

David has a wealth of experience, having spent over 40 years in SME Management. Holding roles as MD in 3 start up operations and as Sales & Marketing Director in several successful ventures. This experience allows a rapid analysis of a company, its problems & potential. He has the character to drive through change and has a hands-on management style with the ability to find solutions, create efficiency, restore vision, awaken enthusiasm, build team spirit and develop loyalty from both customers & employees. Building growth through efficient & effective programmes is a particular strength. David is a Full Member of The Chartered Institute of Marketing.

Business Development: Philip Charlton

With a degree in Economics and an accountancy qualification, Philip began his career in business finance. He has held Board positions in Finance, Operations and as Managing Director during the subsequent 25 years, with additional specialisation in Marketing through Sales, profit performance improvement/turnaround, fund raising and acquisitions, business planning and strategic development. His focus now is in working with business owners/managers to help them to identify obstacles hindering the development of their own businesses, and to plan and implement strategies to overcome these barriers to success.

Marketing Communications: Carole Houston

With over 20 years experience in all aspects of marketing communications, Carole has helped numerous businesses improve their corporate profile, through a coordinated review of their marketing collateral. Specialising in public relations, Carole can offer advice and hands-on assistance with press & media relations, exhibitions, marketing co-ordination, brochure design and coordination, corporate responsibility, advertising, corporate identity, staff training & induction, website concept design, print buying, event & seminar planning, editorial writing, photography briefing.

Finance Matters: 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 perspective.

Manufacturing/Product: Graham Thursfield

Graham is a highly experienced business executive at MD/General Manager level, with extensive knowledge of leading turnaround teams having completed 14 successful projects in UK and Europe with turnover £1m-£45m.

He has specialised knowledge of modern manufacturing systems, JIT SMED TPM 5S, new product Introduction, (APQP) Quality Systems, Health and Safety, Cost Reduction at all levels of Business and Sales Performance Improvement.

Graham has previously worked in USA, Eastern Europe, Germany, France, Japan and Turkey.

Marketing Strategy: Elaine Alexander

Elaine specialises in sales & marketing strategy, sales management, performance management, designing and delivering training, marketing communications, business development, advocacy development, meetings management. She has extensive experience in the pharmaceutical sector.

Turnaround: 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.