

Garry Steele – Professional Summary

I am a commercially focused INTERIM COMMERCIAL BUSINESS DIRECTOR with a cross-section of skills that position me between roles as a Strategic Planning, Business Development, Sales and Marketing, Commercial Management and Project Management at both Director and Senior Executive level.

I am passionate about helping organisations who are committed to opening new markets, developing new opportunities, implementing new delivery strategies and building new / additional profitable revenue streams.

I have extensive commercial experience with both multi-national organisations and SMEs in the private sector, with a successful track record of managing business ventures in the UK and Internationally. I have personally delivered significant multi £K sales to multiple organisations, and for one business was instrumental in increasing T/O from £1.5m to £4.9m over 2 years.

I have also worked in the public sector – helping local government organisations to assess their corporate and commercial organisational models, explore opportunities for efficient and effective operational and cultural change, and exploit commercialisation opportunities for revenue growth.

I deliver new operational and commercial development strategies for organisations - to maximise opportunities, increase market share, improve competitive position and deliver strong 'value add' and deliver consistent and sustainable profitable growth.

On a personal level, I am not one for the ordinary or mundane and I thrive on a 'challenge'. I'm interested in big ideas - bringing an entrepreneurial approach whilst also creating and delivering significant and positive change.

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Specialities / Skills:

Strategic Business Planning • Management Consulting • Business Start-ups • New Business Development • B2B • B2C • Product Development Strategy • Brand Management • Change Management • Marketing Strategy • Strategic Selling • Sales Management • Sales Operations • Digital Strategy • Contract Negotiation • Account Management • Customer Service Strategy • Project Management • e-Commerce • Internet Strategy • Leadership Development • Relationship Management.

See my personal/business web site at Scorpio Connect Ltd - www.scorpioconnect.com

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