

Patricia Powell

<http://www.linkedin.com/pub/patricia-powell/1a/2b/676>

Pat is an Associate business improvement consultant at WLP, as well as an approved adviser for the Manufacturing Advisory Service (MAS). She has many years professional and practical cross sector expertise, advising and working with individuals and teams at all levels.

KEY SKILLS

Sales & Marketing Coaching & Development

By development of a cohesive sales & marketing strategy, activity and business focussed reward scheme for a renewable energy company and also managing the implementation, the company was successful in improving productivity by 39% and Contracts Won by 55% within the 5 month period.

Within 3 weeks of commencing Sales Coaching for a Recruitment Company, the team secured 5 new clients and increased recruitment by 20% - substantially exceeding targets.

Business Planning

Experienced in working with companies across a variety of sectors (including manufacturing & service industries), to build practical strategies and align company direction to its aspirations. Strong numerical skills from a banking background, excellent communication and problem solving skills at all levels and consistent ability to formulate soundly based ideas and recommendations at senior management and Board levels. Outcomes include securing substantial Funding for a specialist paint spray business and bank support for expansion projects.

Quality Management Systems (ISO 9001)

Working with companies to devise bespoke quality systems, engage with all stakeholders to demonstrate benefits, install and achieve certification.

CE Marking & MCS Accreditation

Individually and as part of a team, helping numerous companies to instil new and innovative Processes and Procedures. Supporting and coaching teams to achieve their accreditation, whilst helping to train them in the use of systems in order to maximise benefit to the business by cost awareness, reduction and profitability.

Staff Management, Recruitment, Evaluation and Development

Having responsibility for, managed and worked with Sales, Marketing and Customer service delivery teams, I have an excellent track record of motivating, targeting and managing high performance individuals and teams, resulting in consistent above track achievement.

CAREER HISTORY

Previously a Private Banking Wealth Management Consultant for 20+ years, advising and working with Directors and Business Owners until moving on to become the National Rural Business and Tax Adviser for the Country Land and Business Association (CLA). Pat has also been the National Sales Manager for a renewable energy company reporting at board level.

PERSONAL INFORMATION

Pat has served as a Mental Health Tribunal Clerk, Clerk on Ovington Parish Council, as a Liveryman of Worshipful Company of World Traders and is a Freeman of City of London. She was an Independent Governor of Southampton Solent University for 7 years, supporting the Institute to achieve University status and to invest in significant Estate projects. Interests include scuba diving, her many pets, cooking, friends and family.

CONTACT:

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