

# Mentor Profile

**Mentor Name**      **Keith Widdowson**

## Pen Portrait

I currently run my own consultancy in the pharmaceutical and venture capital industries. ( see [www.internationalpharmaceutical.co.uk](http://www.internationalpharmaceutical.co.uk) ). I am also involved in occasional mentoring and coaching. As Chairman of Medilink East Midlands, I lead a Board and executive team whose role is to help SMEs in the healthcare industry establish, grow and develop. My industry background is in senior commercial positions in building businesses internationally.

### **What is your greatest achievement so far?**

Turning around loss-making businesses in Australia and South Africa.

### **Name an organisation (other than your own) that you see as the perfect one and why?**

The best company is one that continually focusses on the training and development of its people.

### **Name a business leader that you admire and why?**

Peter Drucker, who was a management guru rather than leader, due to his ideas standing the test of time.

### **Why are you passionate about mentoring?**

Due to the importance of helping the next generation of business managers.

### **Who or what has been your greatest inspiration?**

Winston Churchill – “What is the purpose of life if not to help those that follow.”

## **Professional Qualifications:**

B.Sc.  
Diploma in Business Studies

## **Experience:**

Managing pharmaceutical businesses internationally.  
Responsible for sales, marketing, manufacturing and product development functions.  
Negotiating at Government, particularly Ministerial, level.  
Establishing global export activities.

## **Skills and Expertise:**

General Management  
Export development  
Analysis of businesses for investment.  
Guidance for younger managers