

# Mentor Profile

**Mentor Name** Phillip Thornton

Retired but still very active socially and business. Widowed 10 years ago but now with new partner. Two daughters and four fab Grandsons. Worked in the food industry four over 40 years the last 20 of which at director and Managing Director level. Companies such as Campbel's Soups, Brook Bond, Spillers plus a period starting my own manufacturing business and selling on to a major uk PLC. Enjoy Sailing, tennis, playing and collecting Guitars, woodturning, DIY, gardening(if I must). And helping businesses through Mentoring.

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

Taking a £750k loss making business into a £22m high profit company in 10 years.

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

Virgin. Because the management have the bottle to fight and win in competitive markets.

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

Branson. He is happy to stand outside the norm and allows senior staff to take responsibility.

**Why are you passionate about mentoring?**

With hard work this country has been good to me, young and eager entrepreneurs deserve support and I wish to pass on my experience.

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

A man called McGill, many years ago he taught me to 'expect to win' not 'hope to win'

**Professional Qualifications:**

Member Institute of Marketing, MintM Leeds college of commerce.

**Experience:**

Over 40 years in FMCG industry. Rising through Sales and Marketing function, subsequently enjoyed Director and MD appointments covering, Manufacturing, Finance, Logistics, Product development, Purchasing and HR in addition to Sales and Marketing.

**Skills and Expertise:** Marketing through major retail companies, strategic & performance planning, Market sector analysis, Product design and development, Personal and staff motivation. Budgeting and financial control.