

Mentor Profile

Mentor Name Ruth Walker

Pen Portrait

I have worked as a Mentor for the last 8 years, successfully assisting clients in the following sectors:

- Healthcare (a business in this category 10 awards since 2004 including Queens Award for Enterprise Innovation 2008)
- International Trade
- Financial Services
- Sports Consultancy
- Retail
- Complimentary Therapists

My mission is to provide professional business support to small and medium enterprises in the East Midlands.

What is your greatest achievement so far?

Financial Risk Manager delivering financial expertise on a Global Scale.

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

Pandora: CEO Peter Boyle in 1997 developed an exceptional customer service ethos. He has ensured continuous growth by excellent marketing.

Name a business leader that you admire and why?

Peter Jones Quote from him 'For a dream to become reality, make it real enough to believe in'

Why are you passionate about mentoring?

To look, listen; impart my knowledge seeing a mentor/ mentee relationship evolve.

Who or what has been your greatest inspiration?

Wow! What a wonderful word. Working in a challenging and rewarding business environment for more than 30 years led me to the world of Mentoring – a powerful tool when used correctly.

Professional Qualifications:

CDCS - Institute of Financial Services professional accreditation in International Trade

Mentor skills assessed by SFEDI

Currently working towards ILM Level 7 in Exec Coaching & Mentoring

Experience:

My mentoring experience has been one of profound joy and feeling of satisfaction. All clients' business experiences were very diverse. Each and every client I considered to be part of my own personal learning curve. I took time in listening observing in order to select a broad approach to the individual clients needs. I am adaptable to change, a good communicator, have a structured approach and the ability to create a positive presence.

Feedback

'Ruth took a rounded picture of the business. Her input and feedback was critical in optimizing our sales strategy and tremendously benefited our approach towards marketing and client retention. At one point she helped facilitate a key meeting with an employee – it was a tough meeting but I came out of it happy. It would have been hard for me to have achieved this outcome on my own.'

'I joined the Mentoring for all scheme with Ruth the meetings were more structured with planned agenda's. This was perfect for me as I was able to tailor the meeting to what I wanted to achieve and develop personally. I took the opportunity again to tap into Ruth's vast experience and knowledge of International Trade. Having someone on hand who you can use as a sounding board.'

'We particularly appreciated the care that was taken to 'match' us to a mentor whose skills and experience were relevant for our goals and I have to say that we consider Ruth Walker to be a truly valued member of our team.

Ruth has assisted us enormously in being there when we needed her.

Specifically she has helped us to focus on our key objectives and priorities and to make sure that we stuck to them when less critical projects were diverting our resources.'

Skills and Expertise:

Communication
Change Management
People Management
Leadership
Negotiation