

Mentor Profile

Mentor Name **Mike Gibbs**

Pen Portrait

A career in general management in the UK, Germany and the USA has given me experience of business at all levels and different cultures. I have started two companies of my own and I am now involved in Mentoring, Coaching and Advising SME's to generate growth and wealth. Sales and Marketing are my favourite topics and can help with Business Plans, Marketing Plans and Strategies.

What is your greatest achievement so far?

Bringing up three daughters and two step daughters to be decent citizens! In business starting a company from scratch and surviving 12 years so far!

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

Virgin. Business operates in highly focused units with small management teams, most of which are highly profitable.

Name a business leader that you admire and why?

Dr Utz Classen. Became my boss in 1996 and gave me the opportunity to work in the US, had a photographic memory and he was better on your team than the competition.

Why are you passionate about mentoring?

I like giving something back to the business community that has supported me handsomely in the past.

Who or what has been your greatest inspiration?

Dr Frank Hugh-Jones, he was my first Managing Director and I learned most of what I know about business from him!

Professional Qualifications:

MBA
Diploma in Business Support SFEDI
Diploma in Business Support CMI

Experience:

From 1986 to 2000 I held senior management posts in the UK, Germany, Spain and USA. From 2000 to 2002 I owned and directed my own business selling intelligent weighing systems to the automotive industry. From 2002 I have assisted hundreds of start ups, mentored about 50 companies, facilitated growth programs and lectured on SME's.

Skills and Expertise:

General Management, Sales and Marketing, Business Plans, Marketing Audits and growth strategies.