

**BRYAN SHUTES  
NON-EXECUTIVE DIRECTOR**

**CONTACT**

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**PROFILE**

- Technology experience is what excites
- Likes to use abilities to help Boards – often with overseas companies
- Lots of UK – EU and USA to UK
- Experience across Africa

Experienced Senior Executive with a track record of working with SME's and Charities, to enhance profitability, increase sales, develop new geographical and product markets also decrease costs, with expertise in Europe, Africa and Asia.

Development and managing of key teams across multiple business areas and geographic locations. Skilled in increasing profitability and reducing costs.

**EDUCATION & QUALIFICATIONS**

- Member Institute of Electrical and Electronic Engineers
- Communications Society
- Computer Society
- Blockchain UK Society
- Communications (IEEE802.XX) Standards Group
- Accredited by the Institute of Independent Business
- HND (Electronics)

**CAREER HISTORY**

<b>Dates</b>	<b>Employer</b>	<b>Position</b>
<b>Jul 18 – Present</b>	<b>ZigZag Ltd</b>	<b>Non-Executive Director</b>

RayZig is a company based in the Isle of Man who have developed a range of products within the “Internet of Things” area, specifically a system to control building lighting and power automatically and remotely in a highly cost-effective way, both installation and running costs.

Joined the board to direct the full productisation and marketing of the company and product range.

<b>Dates</b>	<b>Employer</b>	<b>Position</b>
<b>Mar 04 - Present</b>	<b>Steve Group (Nigeria) Ltd</b>	<b>Non-Executive Director</b>

Steve Group were in a stagnated position, with some years of flat turnover and poor profitability, instigated a detailed review of the business, devised a plan to rebrand the group, and focus on areas of key expertise, which had more potential profitability for the company, and drove through the changes to increase turnover by 50% and profitability by almost 100% in the first year.

Steve Products were a small company providing power systems, and some network skills to the Nigerian Network operators, my role was initially to turn the company from a reactive company providing for the client's requests to a proactive, forward moving business actively engaging with our client base and utilising our skill sets.

<b>Dates</b>	<b>Employer</b>	<b>Position</b>
<b>Nov 16 – Apr 18</b>	<b>InterVAS Ltd</b>	<b>Non-Executive Director</b>

InterVAS provide messaging solutions (SMS) to clients across the Europe and Africa. My role was to identify the requirements to prepare the business for eventual sale, and to assist with develop new product areas across the customer base.

<b>Dates</b>	<b>Employer</b>	<b>Position</b>
<b>Apr 14 – Apr 16</b>	<b>Support Adoption for Pets</b>	<b>Independent Trustee</b>

Support Adoption for Pets are the UK's largest grant giving charity in the animal sector, with a grant budget of over £3,000,000, the role of the trustees was to ensure that the funds went to suitable recipients, and to oversee the governance of the charity.

<b>Dates</b>	<b>Employer</b>	<b>Position</b>
<b>Nov 05 – May 19</b>	<b>Chiltern Consulting</b>	<b>Trustee</b>

Chiltern Counselling were providers of low cost, and subsidised Psychodynamic counselling to people within the Chilterns.

The role of the trustees is to ensure that the charity provided its services within the rules of the organisation.

Unfortunately, in 2017 the lease on the premises expired and was not renewable, so the trustees are now overseeing the organised closure of the charity.

## NON-EXECUTIVE DIRECTOR NOTES

- Parsys Ltd, a small, venture funded company needed to expand its business outside the UK, developed and implemented a strategic plan to develop into Europe via new subsidiaries in Germany and Spain to focus local revenue streams, and increase turnover. Developed new marketing plans for the company and allowed to company to produce its first ever profit.

### **NED/ Trustee Rolls** **Spotlight YOPD** **Trustee**

Joined the Board of Trustees of a small Charity working to bring awareness and assistance to sufferers of “Young Onset Parkinson’s Disease. I am particularly involved with modernising the digital footprint of the charity, and to modernise its operation

### **NEDonBoard** **Ambassador**

NEDonBoard are an organisation designed to assist NED’s develop their careers, with both training and assistance in obtaining new roles. The role of Ambassador is to assist with the aims of the group, and to promote it’s aims.

## NOTABLE CAREER HIGHLIGHTS

- **Parsys Group** were trying to develop a market for their high-performance computer system and required expertise in developing a technical market across Europe and the World, created a new market segment within the defence industry, and opened subsidiaries in Germany and Spain to cover the new growing markets there.
- **Marconi Communications** were trying to develop new business with the Cable & Wireless Group outside the UK, produced a new strategy which increased the divisions turn over from £2m to over £55M within two years, across a world-wide spread.
- **Logica plc** Mobile Network Division, developed and implemented plans to increase sales of Short Messaging Control Systems (SMSC) across Africa, including opening new office in South Africa, produced over \$5M revenue within its first 12 months of operation