

ALAN QUINN

◆ GLASGOW ◆ (+44) 07591 587 387 ◆

◆ ALAN@QUINN-FAMILY.CO.UK ◆ [LINKEDIN PROFILE](#) ◆



Alan has extensive board experience and successful track record in sales, marketing and mentoring management teams across a wide variety of sectors including technology, communications, web technology, property and printing. His ability to motivate management teams has yielded impressive results, and he would be a valuable addition to any boardroom. Alan is looking for an exciting Chairman or non-Executive Directorship role with an ambitious Company to help them maximise their growth potential.

CORE COMPETENCIES

Leadership | Organisational Development | Sales Strategies & Process | Acquisition & Integration | Change Management | Strategic Planning | Improving Service | Entrepreneurship | Marketing Strategy | Business Development | People Management | Coaching & Mentoring

BOARD EXPERIENCE

Chairman and Non-Executive Director, Various Freelance Business Advisory Roles	2014-Present
Director/Member of the Board, Property & Investment	2013-Present
Advisor to the Scottish Government SME IT Board, Public Sector ICT Trade Body	2012-2014
Director/Advisor to the Board, Bloxx Ltd	2012-2013
Managing Director, Castle Computer Services Ltd	2002-2012

CAREER & KEY ACHIEVEMENTS

CAPITO <i>Executive Chairman</i>	2015-PRESENT
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A private equity backed leading ICT provider of infrastructure consultancy, managed support services, Cloud services, and end-user computing solutions across the UK. Key tasks here include;

- ⇒ Provide leadership support focusing on business strategy and planning, sales strategy and sales management support.
- ⇒ Re-position the business strategy to reduce reliance on one major customer and grow sales through direct sales and marketing.
- ⇒ Board evaluation to ensure delivery of Business Plan led to a change of Managing Director.
- ⇒ Chairs Board meetings and manages investor and stakeholder relations.
- ⇒ Mentored management team through the acquisition and integration of 2 IT companies.
- ⇒ Helped implement proven methodologies such as project delivery and support (ITIL).

FREELANCE BUSINESS ADVISORY ROLES <i>Non-Executive Director/Chairman/Business Consultant</i>	2013-PRESENT
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Engaging in numerous business advisory roles to commercial businesses, including; several I.T. companies, a business advertising and technology company, a promotional packaging and storage company, and numerous early start-up companies. Key tasks here include;

- ⇒ Chair Board and Management meetings directing discussions towards delivering the agreed tasks.
- ⇒ Provide leadership support focusing on business strategy and planning, sales strategy and sales and business management support.
- ⇒ Mentor and coach business leaders to ensure they stay focused on delivering the agreed business plan.
- ⇒ Business evaluation on behalf of Investors.
- ⇒ Facilitate and manage investor relations.
 - Experience of advising investors to withdraw funding support from a Company following numerous funding rounds and turnaround efforts, which led to most shares being transferred back to founder. Management Team parted company thereafter and Business entered administration within 12 months. Investors avoided further losses.

An experienced property developer operating a portfolio of refurbished holiday lets, single let properties and the acquisition of land throughout Scotland. Providing business start-up, training and mentoring to international investors wanting to invest in the UK property market. Key tasks here include;

- ⇒ Mentoring over 100 international property investors since 2017 from Australia, Hong Kong, Singapore and Europe who wish to start a new business investing in the UK property market via a property training company based in Birmingham.
- ⇒ Building a property portfolio, adding value by refurbishing distressed properties and acquiring land with potential for development and steering through the local authority planning process with the help of a planning consultant.
- ⇒ Reviewing Corporate landbanks and advising on development potential.

BLOXX**2012-13***Director*

An Angel Syndicate Investor-owned web security company with customers in both the private and public sectors, particularly Education establishments, NHS Trusts, local Councils and Housing Associations. Key tasks here included;

- ⇒ Provided sales leadership focusing on sales strategy and sales management of internal sales and field sales teams in UK and Holland.
- ⇒ Drove the introduction of new Virtual and Cloud based sales products that increased gross margins, company profitability and reliability of service to customers.
- ⇒ Re-organised the sales focus and functions to drive profitable business via both a direct sales channel and indirect reseller channel.

CASTLE COMPUTER SERVICES LTD**1995-2012**

Managing Director (2002-12), Sales Director (2001-02), Sales Manager (1997-01), New Business Application Sales (1995-97)

Castle provided I.T. consultancy services, application software, virtualisation solutions, hardware, private Cloud & SaaS hosted solutions and outsourced I.T. support services. Key tasks here included;

- ⇒ Overseeing 65 staff across four offices in Scotland and England, 500+ customers and a £7m+ turnover.
- ⇒ Transitioned the company from a loss-making position (-£359,000 in 2001) to profitability within 6 months by growing sales and implementing a cost evaluation programme amounting to over £600k savings. Sold an unprofitable part of the business, localised redundancies and relocation of other business functions to generate a profit of £341,000 by 2003.
- ⇒ Replaced unprofitable parts of the business with new innovative products to maximise sales within the existing customer base and won new name business focussing on Housing Associations throughout the UK. Revenues grew to £7.05m by 2012, with adjusted operating profits consistently over 10%.
- ⇒ Acquired and integrated 9 competitive IT companies into the group over a 10-year period.

TRAINING & DEVELOPMENT

Member, Vistage & Scottish Leaders Executive Peer Groups**2007-2018**

A world-leading organisation for Chief Executives taking part in Executive training and mentoring. Participated in many training and mentoring sessions where topics included;

- ⇒ *The Role of the Managing Director*, The Institute of Directors
- ⇒ *Coaching Skills for Managers*, Thomson DBM
- ⇒ *The Role of the Company Director*, Jo Haigh
- ⇒ *High Performance Sales Habits*, Lars Tewes
- ⇒ *10 Steps to Success*, Nigel Risner
- ⇒ *Advanced Presentation Training*, Karen Kyle McKenzie
- ⇒ *5-Dimensional Management Training*, David Parr