

GRAHAM WILSON

NON-EXECUTIVE DIRECTOR

CONTACT

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PROFILE

Over 30 years serving on more than 22 Boards, 6 of those as Chairman. An early career in Pharmaceuticals then shifted to the service sector and was key in building the world's largest outsourcing group which sold for circa £500mill. Have since been involved with a variety of businesses and sectors as NED, coach and mentor, in all cases driving a clear focus on Strategies, Value, Leadership, Behaviours, Innovation and Performance. I continue to get my energy from working with committed people open to learning and growing. Motivated by change, learning and new ideas I help drive growth and wealth for owners and Directors. Working on the principle the only reason to have a business is to sell it.

EDUCATION

8 O levels, 4 Higher levels at Ayr Academy, Scotland
Manchester school of Art

6 Day neuroscience course to become accredited
Think Feel Know practitioner

2011
Diploma in Clinical Hypnotherapy
Clinical NLP Practitioner

2013
Beechwood process practitioner

1985 - 1997
Cranfield (senior management Programme), Ashridge, Henley and many excellent corporate programmes i.e. J&J, IOD, TACK etc. too many to list. Have run behavior training programmes for over 35 years

CAREER HISTORY

Dates	Employer	Position
2009 - Present	Excelat Ltd www.excelat.co.uk	Owner

- Executive Coaching, Mentoring and Non-Exec services.
- Helping clients to focus, build strategies and create wealth.
- Coaching business owners, Boards and Senior Directors, from Start-up to £180m.
- Have created 13 millionaires, driven 6 fold growth in profits and re- focused leaders
- Sectors include; Healthcare services and manufacturing, Medical technologies, Architects, Construction and property, Health clinics, Education and consulting, Care sector
- Services sector is my sweet spot

Dates 2013 - Present	Employer The Homecare People Ltd	Position Managing Director and owner
<ul style="list-style-type: none"> A Domiciliary and Live-in care business based in Wokingham www.thehomecarepeople.co.uk . It retains my expertise in the sector and is structured as an equity and exit business. 		
Dates 2018 - 2019	Employer WoM Enterprises Ltd www.womtvo.com	Position Director/ shareholder
<ul style="list-style-type: none"> The first on line programme to show how to do Word of Mouth marketing Developed over 18 years and the widest research on the subject. Mentored Directors raised SUL funds. 		
Dates 2015 - 2018	Employer Halo Active Technologies	Position Managing Director/ investor/ shareholder
<ul style="list-style-type: none"> A Motorcycle Helmet technology that saved lives through cooling the brain in an impact. I joined a newly formed, highly experienced Board to develop the existing ideas. Working closely with the Chairman we raised HNWI funds Selected and managed manufacturing support to bring redesigned and improved products to market. Sadly, discord with the owner/inventor resulted in the Board resigning due to significant unresolved issues and style. 		
Dates 2012 - 2014	Employer Shirlaws	Position Business Coach
<ul style="list-style-type: none"> Shirlaws are the 2 nd largest global organization of its type, providing unique product IP Consulting and Coaching to SME's helping Entrepreneurs to create wealth and larger business to flourish. 64 days training and learning. 		
Dates 2012 - 2018	Employer Sapentis Ltd	Position Chairman (Non Exec) shareholder
<ul style="list-style-type: none"> Sales Performance Evaluation services to the international Pharmaceutical sector. My role to Mentor Board, Developed international partnership strategies and new products 		
Dates 2010 - 2011	Employer Bankfield Partnership	Position Managing Director Care Homes
<ul style="list-style-type: none"> I took over a failing business of 3 homes/102 beds, 80 staff, which we turned around with occupancy growth [to 90%+] Since been successfully sold 		
Dates 2006 - 2010	Employer Medick Healthcare Ltd	Position Chairman /CEO and owner
<ul style="list-style-type: none"> Obtained the license for the ECG from Cardionetics, took it from design to manufacture, FDA approval, clinical support and launch. Business sold in 2010. 		

Dates 2007 - 2009	Employer Healthantec Ltd	Position Chairman/ CEO and owner
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- A business to commercialise new and leading edge medical devices and technologies.
- The portfolio included a PEMF pain device, the world's first non-invasive measure of digestive profiling and food resistance, the K-Test and an innovative technology solution for dementia in care homes, My Amego.
- During this period over £1m was raised from HNWI's. Despite strong sales, the failure of the K Test manufacturer, during this financial crisis, resulted in a cash shortfall and we were forced to close the business.

Dates 2003 - 2005	Employer Cardionetics Ltd	Position Chairman (Non Exec) shareholder
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- C Net 5000, a unique Ambulatory ECG, utilizing Neural Network technologies
- Developed strategies to find overseas partners, helped focus new product development
- Led fundraising. High Net worth Individuals had funded the business to approx. £10m.
- Managed a very senior board including Royalty and Leading city financiers

Dates 2000 - 2006	Employer Futures Resourcing / Marvecs Ltd	Position Chairman and owner
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- Became #2 UK pharmaceutical recruitment and exec search house.
- Inappropriate activities within the Italian business caused a merger to fail. Despite successful restructure the bank required loan repayments and the business was voluntarily liquidated.

Dates 1997 - 2005	Employer Healthcare Logistics Ltd	Position Chairman (Non Exec)
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- Joined post MBO to help new owner build the business for a sale.
- Selected and mentored a new Board,
- Drove strategies and implemented service culture
- Grew customers from 57 – 174, revenues from £5m to £34m. Staff grew from 60 to 800.
- Sold for circa £50 mill.

Dates 1985 - 1997	Employer Innovex/ Quintiles Plc. Marlow	Position
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- I was one of the original four employees of this remarkable £500k business.
- Set up projects for over 200 clients across various functions, usually at Board level.
- Innovex merged with Quintiles Transnational for approx. 72 X earnings, £500mill.
- On the board of 11 divisions and worked internationally
- Annual growth between 35/60%, led innovation and leadership

Dates 1993 - 1996	Employer Innovex Inc., USA	Position Chief Operating Officer
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- Staff growth from 70 to 600, revenues from \$3m to approx. \$39m, profits from \$2.7m loss to exceed \$3 m profit.
- Transformed the US market to full time employee sales model.
- Set a new record by hiring 408 reps in 10 weeks, screening 29,000 CV's en route.

Dates
1985 - 1993

Employer
Ethical Contact, Key Contact,
Novex Pharma

Position
Managing Director

- Ethical Contact was the UK's first and leading provider of Contract sales resource to the Pharma Industry.
- Developed "Key Contact" to provide "Educational/Health Management" programmes.
- Novex Pharma Ltd, managed/fostered clients products from distribution to marketing, clinical development and sales.