

DAVE
BARKER

HANDS ON SUPPORT FOR YOUR BUSINESS

Dave Barker tackles business critical issues head on.

From sales and product development to acquisitions, new premises and strategy, he gets the job done with professionalism.

How Dave can help

Assistance with Business Development

[which may include]

- Business audit and action plans
- Marketing and sales plans
- New products
- New developments

Assistance with Commercial Sales Processes

[which may include]

- Pricing and sales processes and proposals
- Negotiating terms and conditions of sales
- Negotiating clients terms & conditions

Assistance with Internal Projects

[which may include]

- Project management
- New facility and / or relocation
- Acquisition
- Disposal
- Change initiatives
- Troubleshooting

Non Executive Role

[which would include]

- Governance
 - Strategic direction
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Credentials



Dave Barker has a proven track record of achieving outstanding results in management, product development and customer service. He has more than 25 years' experience in the engineering and manufacturing sector, including 15 years as Managing Director of one of the UK's most successful engineering companies, Gravatom.

In 1993 Dave led a management buyout of Gravatom and steered the company to £14m turnover before selling the business to French engineering giant ONET Technologies in 2008.

Under his management, Gravatom consistently bucked the economic trend to record year on year increases in sales and profits. His success is down to his innate ability to identify and exploit new markets, and his total focus on financial control and project management.

“Dave has been an extremely important supplier to us for many years.

He is most professional, an excellent communicator and whilst he can be a hard negotiator he is always fair and flexible. He is extremely responsive and a joy and pleasure to deal and work with.”

Stephen Turner, Managing Director, Varian Medical Systems Ltd

“Dave is the ultimate professional in anything he does and to my knowledge has never promised what he cannot deliver. A rare quality indeed.

He is results-oriented using his thorough knowledge of costs and quality to drive a company.

Unlike most engineering / manufacturing directors he understands and uses the power of marketing.”

John Peel, Board Member, SEEDA

The Flint Barn

Liberty View, Winters Road

T. +44 (0) 1329 836 390

E. dave@dave-barker.co.uk

Shirrell Heath SO32 2JT

M. +44 (0) 7545 470 727

W. www.dave-barker.co.uk
