

Increasing profit through improving business performance and innovative projects

COMMON ISSUES AND CHALLENGES

- Which areas of your business are the most or least efficient and why?
- How do you achieve high quality and factual input to support strategic decision making?
- What is your strategy to deliver complex projects and how do you prevent this being overshadowed with “Business As Usual” issues?
- How do you maintain competitiveness, map and realise business benefits and avoid disproportionate time input?

THE BENEFITS of using K J Linn & Associates

- 25 years’ successful record of driving transformation across complex B2B & B2C organisations and unlocking improved performance
- Flexible approach: 1-2 days per month, 2-3 days per week, initially full time
- Builds rapid and effective collaborative relationships with stakeholders
- Seasoned self-sufficient executive with extensive contacts network

HOW DO WE MAKE IT WORK

- Initial meeting to discuss approach and outline action plan
- 3-6 days assessment to assemble facts, link with stakeholders and translate findings into output by work stream
- Working collaboratively with stakeholders and the management team throughout
- Present and discuss findings and execution options with stakeholder(s)
- Execute preferred role, in-house, facilitation, management, delivery of key components
- Optional scaled back mentoring / benefits realisation review(s)

SERVICES

Business system & process improvement	Growth & innovative project support
<ul style="list-style-type: none">▪ Solving business system and process problems▪ Translating strategy into actual systems, processes and results▪ Formulate and implement best practice customer service processes and systems▪ Benefits mapping and realisation	<ul style="list-style-type: none">▪ Independent assessment and stakeholder support▪ Business measurement and tangible benefits control▪ Commercial service transition▪ Technology enabled business change

Also: Non-Executive Director; Executive Coaching & Support; New Markets Analysis

BACKGROUND

- ❖ Internationally experienced business services, customer and commercial director with expertise in ‘fit for purpose’ systems and innovative product solutions
- ❖ Kevin has worked for companies such as Rentokil Initial, Hays, Iron Mountain, G4S, Microgen, Ceridian and Corps Security in B2B, B2C SME and internationally
- ❖ Excellent commercial performance achieved through strategic analysis, strong people and process leadership, effective project delivery strategies and low-overhead execution
- ❖ K J Linn & Associates Limited has been created to provide hands-on pragmatic help primarily for Business Services companies, to improve their business system and process efficiencies and support profitable growth

FURTHER INFORMATION

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