

Growth Strategist

I grow organizations by devising and implementing creative business strategies that drive revenue growth and process improvement. A versatile thinker and business strategist, I combine experience and education to provide insight and perspective. I devise innovative, practical and aggressive go to market strategies for my clients while empowering, coaching and mentoring them through the implementation process. I am successful when my clients meet and exceed their individual and organizational objectives.

CORE COMPETENCIES

- Synthesizing complex business challenges, proposing solutions and developing resource-appropriate marketing and corporate strategies.
- Devising innovative business strategies that allow companies to compete more effectively in crowded markets.
- Guiding clients through resistance and fear during transition and business evolution.
- Translating academic analysis tools to practical application for businesses.

EDUCATION

I hold an MBA is from San Francisco State University. For my achievements I earned induction into Beta Gamma Sigma, the honors society for excellence in business education. My BA (with honors) in Film & Media Studies is from the University of Stirling, Scotland.

EXPERIENCE

I have held leadership roles in multi-nationals and small businesses in both the United Kingdom and the United States. I currently teach Business in Society and Business Strategy at San Francisco State University.

TESTIMONIALS

What my clients have said about working with me:

“He provided a thorough analysis of our business then developed a strategic plan that showcases our strengths and will enable us to reach our short and long term goals.”

Health Care Company

“He has a talent for helping a company and individuals move past status quo and find ways to improve their marketing and business development efforts.”

Construction Management Company

“Andy is an incredibly professional, supportive and creative business consultant. I hired him for some insight as to how to attract more clients as I grow my business and his advice was invaluable.”

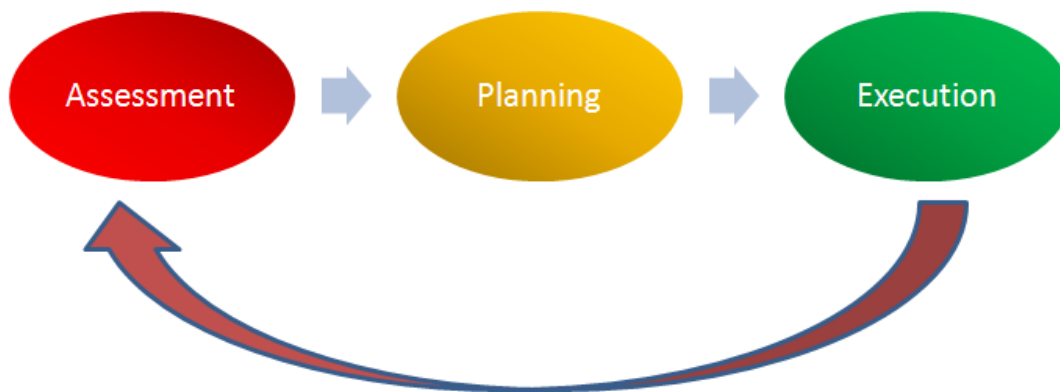
Health Care Provider

“In a very short time Andy had characterized me and my business and the help I needed. He was able to round up all my disorganized information and presented a comprehensive and do-able business plan. His personality and people skills made it so easy for me to communicate difficult truths about the way I ran my business”

Life Coaching Provider

MY METHODOLOGY

Our work together will take us through three distinct phases:



ASSESSMENT:

I get smart about your business, your competitive environment, what's working and what's not. I gain insight and perspective into your business challenges. I look at external and internal factors and draw on various analytical modalities to understand you strategic challenges.

PLANNING:

I present the findings of my analysis and provide recommendations for strategic direction. I develop the strategy based on the recommendations.

EXECUTION:

I provide implementation and project management support to execute strategy and build sustainable momentum. We measure success and track results re-enter the strategic process to sustain our success.

Growth strategies for responsible businesses.