

BUSINESS GROWTH

Having worked closely with Ian over the last few years I have found his support invaluable. He ensured he had a very good understanding of our working context, gave particular attention to detail and his insights into business development have contributed significantly to the growth of ECF.

Iain Stewart, CEO, Edinburgh Community Food



BUSINESS DEVELOPMENT

Ian's approach to business development, relationship management and strategy remains the best I have seen. Even now, years after we worked together, if faced with a challenging situations, I often stop and wonder how Ian would react to the situation and start my planning from there. His approach to problem-solving, create differentiation points, critically assessing situations and managing crises is inspiring and his ability to remain calm and focused even under incredible pressure is something to constantly aspire to.

Rachel MacSween, Head of Recruitment and International Office,
Strathclyde University

