

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



BOARD LEVEL CONSULTANCY

Ian was instrumental in the re-branding of Firstport in terms of our positioning and played a key role in developing the new strategy that was to work at the grass roots taking an asset based approach to working with communities. Ian has a passion and commitment to community development and the role of the third sector in providing support and impetus for individuals and communities to take transformative action. His work with FirstPort has led to the development and introduction of the 'What If...' initiative and his insights in community regeneration and empowerment have been hugely valuable to everyone at FirstPort.

Karen McGregor, former CEO, FirstPort

