



Chris Lorimer

Lorimer Consulting Limited

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www.lorimerconsulting.co.uk

“Passionate, supportive and driven, Chris is uniquely qualified to help South West businesses of all sizes grow and flourish”

Biography

- 2013 onwards.** Founder of Lorimer Consulting Limited, providing coaching support and training to diverse businesses including Santander, Dartington Trust, BPA Quality, Crisp PD, Exeter Maritime Services, Mountlands International Language School, NPS SW, and Cardiff Business School.
- 2005-2013.** 8 years experience as Director and Deputy Principal in Further Education environment at Exeter College and Bicton College.
- 1990-2005.** 15 years experience within Corporate and International Banking holding positions at Senior Executive level, including Head of Small Business, Corporate Banking Director and Head of Operational Excellence at Barclays.

Education and Skills

- BA Joint Honours (1st) University of Nottingham
- MBA (distinction) University of Warwick
- Lean operations expert (award winning lean six sigma and lean startup)
- Coaching and mentoring skills
- Networking (Founder of 373 Group, Dartington Business Group, Padbrook Park Business Group, and Director of Exeter Chamber and Chair Exeter Sustainable Business Network)
- Social media and blogging expert (Linkedin 3,000+ connections, Twitter 1,500+ followers)

Accreditations and Insurances

- Member of Institute of Consulting
- Buy with Confidence Trading Standards Approved
- Registered and approved GrowthAccelerator Coach and Manufacturing Advisory Service Expert
- Professional Indemnity £1m and Public Liability £5m Cover

Approach and References

Lorimer Consulting Limited uses the [4 Ps approach](#) to align each businesses' ambitions with its sales and marketing, operations and resources to achieve exceptional performance.



Strategy and Performance

"Chris is an extremely friendly and approachable person, he always makes himself available when you need him. He has supported our company with leadership, management, bid development, finance, sales and marketing. He has challenged us to get the best out of our company." **Julie Pogson, Director, Exeter Maritime Services**

"Chris is incisive in his business acumen but combines this with a perfect understanding of the moral imperatives of the companies he works with. To find someone who can combine business and ethics in this way is a unique talent." **Shevek Pring, Director of Exeter Outdoors Limited**

Sales and Marketing

"Thanks for the "Winning Business" course over the last 2 days – it was spot on and exactly on the pace for what we required. All the team loved it and I'm sure the business will benefit!" **Will Mumford, Operations Director, NPS SW Ltd**

"I was very impressed by Chris' knowledge and experience....in far less time than I expected, he produced a thorough and insightful strategic analysis with clear recommendations. I would recommend Chris to any college that needs an external expert view of their marketing function." **Moira Tattersall OBE, Chief Executive, Carlisle College**

"Chris has successfully managed to apply commercial business development and sales models to the education sector. Through...linking all phases of the customer journey, .. and through detailed performance focus, student numbers rose by over a third, translating into a significant financial bottom line." **Patrick Roberts, Head of Student Recruitment, Exeter College**

Partnership Development

"Chris is one of the best networked business people in the South West – if you need to access new skills or expertise quickly, he'll know someone with the relevant skills. This has been crucial when we have been developing bid and partnership opportunities together and has often been the defining difference for our winning bid."

Alex Chalkley, Granted Ltd

Chris is incredibly well connected and has both a strong belief in the power of partnerships and the ability to make them happen. If you need help in this area, you should get in touch." **Gabriel Wondrausch, Managing Director, Sungift Solar**

Operational Improvement

"This is a fantastic result - very well done to all involved. You should all be very proud of the progress you are making. It feels like a different place than 3 months ago - much more confident and focused." **Tim Parkes, Managing Director, Barclays Private Clients International**