



explore, engage, execute, evaluate

Mike Epton

Introduction & Expertise

Mike is an experienced Company Director and Business Development Consultant with a proven record of success within B2B and B2C in both the public and private sectors. As a former director of a large organisation and as a business owner, he has been a highly regarded Executive Coach, Trainer and Consultant for over 13 years.

Over that time Mike has worked with well over 200 organisations across a broad spectrum of sectors and businesses. Although credited with making CMBD (when it was originally part of The University of Nottingham) the largest and most successful business support and training programme in the East Midlands during the noughties, his main area of expertise lies in strategy and business development. Mike places a particular focus on the use of design thinking for business and innovation. With a depth of experience you would have difficulty finding elsewhere, his unique perspective provides both challenge and insight.

Experience

Mike has held a number of senior positions in a range of organisations as well as having owned and run his own SME businesses. As a Director of a large international aerospace company, he ran significant manufacturing operations and controlled UK and Overseas sales, marketing and joint venture activities. He gained considerable experience working at the most senior levels both at home and abroad. This experience has expanded across a number of organisations in the printing, electronics, marine, FMCG and transport sectors.

His own multi-site SME business enjoyed considerable success before being sold to a national competitor. He then began working as a consultant, further developing his skills to help clients through consulting, coaching and training. This including helping company's raise growth capital as an associate partner in a number of FCA regulated investment firms.

Having been a director of a business that grew from £3m to £37m and from 100 to 760 employees in around 36 months, Mike knows all about growing pains. He has used this experience in businesses as diverse as a patent attorney, a sub-arctic gas extraction company and with an ecommerce technology company to help them all develop and successfully overcome the challenges of change and growth.

Professional Qualifications/Affiliations

- BA (Hons) Degree. Business
- Fellow of the Chartered Management Institute
- Ashridge International Director Programme
- University of Nottingham tutor/mentor
- CMI Level 7 Programme tutor
- Associate Innovation Specialist
- Training Provider and Coach Growth Accelerator
- MAS advisor since 2004

