

Kate Dodson

Biography

A remarkable and outstanding business and training consultant with over 20 years experience working with businesses in the SME sector. Examples of my recent work include business planning, development, forecasting and sales training for a variety of business owners under the Leadership & Management Development Train to Gain Programme. I am currently working with a team to provide focussed business support in the automotive aftermarket and am an approved supplier for the Bosch Car Service Network giving members leading edge techniques to help their businesses thrive in a highly competitive marketplace. The MP Group's involvement with the Bosch Car Service network gave us the opportunity to visit over 300 garages annually enabling us to share best practice and bring real world solutions to garage owners which have been tried and tested in the automotive aftermarket.

Many garage owners face challenges including how to gain more of the right type of customers and how to run their businesses and earn the rewards they deserve. This requires planning, monitoring and control and the experience gained working with the network helps me to deliver simple operating controls and workable marketing and service strategies.

Following the successful launch of the Bosch Business and Personnel Development Diploma, a modular Business Programme is underway to give garage owners the skills they need to run their businesses successfully in today's challenging climate. 2009 saw the continuation of successful G-School training programme for Group Auto Union members together with a garage programme. On the finance side courses were delivered for the National Association of Commercial Finance Brokers on Asset Based Lending and an Introduction to Commercial Finance.

Until launching my own business in 2005, I worked in the invoice finance arena from 1996, providing working capital for businesses to fund their cashflow and help them grow. Since 2000 I specialised in working with businesses facing financial distress, and have significant experience in helping customers to establish their goals and develop innovative strategies to achieve them. I also enjoyed putting deals together and building a package of finance to facilitate MBOs/MBIs Mergers and Acquisitions. I am professionally qualified, an associate of the Chartered Institute of Bankers and hold the Factors and Discounters Association's Diploma and Certificate, being their top student in 2001.

Having been responsible for the risk management of the bank's lending book for the Midlands area, I am uniquely placed to put together imaginative funding schemes and help businesses to make their cashflow work for them. A consummate and effective net worker, I have used my extensive contacts to win new business.

A member of Barclays training team over many years, I love to learn new skills and share them with others. I am an innovative trainer, putting together exciting and participative workshops/training events to give real benefit to the delegates and deliverable results in the shortest possible time. I have written and delivered award winning tailor made events on financial analysis. Over the last year I have designed and delivered training in a wide variety of topics ranging from Customer Service Excellence for Automotive Workshops to an Introduction to Commercial Finance. I have also delivered specialist training for the invoice finance sector. During 2007 I worked with Barclays Asset and Sales Finance on a project to relocate a department, helping them to select and train their new team members. I was also involved in developing new systems to streamline processes and improve customer service. Keeping stakeholders informed during the project was key to the success of the venture.

A lifetime learner, I have completed training with the Anthony Robbins organisation, learning NLP and techniques to set and achieve ambitious goals. I use these techniques daily to work on my goals, deliver results and constantly improve performance. Developing a compelling vision of the future is crucial to the achievement of both personal and business goals.

I have over 28 years experience with Barclays and am fascinated by successful business models and the challenge of turning around those businesses facing difficulties. After an initial period of general banking experience and training, I specialised in the business sector in 1987 and have worked in large and small business offices, becoming a bank relationship manager working with many and varied businesses in the SME sector. In 1998, I joined Barclays Sales Finance as a member of their Credit Risk Team focussing on turnaround work and team leadership from 2000 onwards.

Born and brought up in Surrey, I was educated at Dorking Grammar School and took my professional qualifications at Kingston Polytechnic. I now live in Wiltshire with my husband, 4 horses and 3 cats. We are involved in the British Heavy Horse Driving Trials Club and I commentate for the team at shows across the country including The Game Fair, Hatfield House Country Show and the National Shire Horse Show. A keen horse rider, I also compete at horse driving trials with my young coloured horse, Bobby. I am enjoying learning to drive pairs with Bobby and Sam. 2006 saw me add an LGV C driving test to my skills so that I can get to competitions with my 17 ton horse box.