

Session 1 – Finance Options – 15th January

Growth businesses are exciting and dynamic places to be. However rapid growth can often result in pressures on cash flow and profitability which can be avoided by having good forecasting and planning processes in place. Using their extensive operational and financial leadership experience Simon and Chris will lead an interactive session looking at how business modelling can highlight pressure points in advance and what actions can be taken to ensure successful growth is achieved. The session will also explore the broad range of equity, working capital and fixed asset funding options available and the pros and cons of each solution.

Many businesses reach a point on their life cycle where profits and cash are not achieving the targeted results. Using an approach called The Power of One this part of the session will explore the impact that relatively small changes in revenues, margins, costs and working capital ratios can have on the fortunes of a business. Using a simple model and an interactive case study attendees will leave the session feeling empowered to effect change in their businesses, and to free up their time to focus on developing their company to deliver long term values.

About Chris Stockley



Chris has a broad range of financial and operational leadership experience and has worked in manufacturing, sales and distribution businesses in sectors as diverse as clothing and textiles, paper and packaging, electrical wholesaling and printing. A Fellow of the Chartered Institute of Management Accountants, his experience enables him to look at business from an operational and commercial perspective in addition to a financial one.

Working as a Finance Director for a global clothing business Chris led the customer service and distribution and finance functions through a period of business expansion and acquisition in Scandinavia, Ireland and Russia. Subsequently, when working as FD for a venture capital-owned paper and packaging producer he led the production, customer service, logistics and purchasing teams in addition to finance. He also developed relationships with large customers and trading partners in the UK and USA. As the MD of a clothing supplier to M&S he delivered a business turnaround which include site rationalisation, workflow efficiency, and culture change as its core elements for success.

In his recent roles Chris has led the design and implementation of business change projects in complex multi-divisional Plc groups, including the creation of shared service operations for finance and IT, as well as a range of ERP system and business process change projects. He has also had significant roles in business acquisition and sale processes including the transition from a privately to an employee owned trust structure.

Chris has a “hands on” approach and has extensive experience of profit improvement and cash management as well as creating business plans and financial forecasts. He is a strong believer in developing people and teams and in the power of building relationships and engaging with external stakeholders as well as employees.

