

# COS Solutions

management and business development

**Providing businesses with support in areas essential to growth and success.**



# Business Support When It's Needed Most

*A common problem amongst many SME's and other organisations is how to juggle the demands of the day to day running of the business with the need to focus time and effort into growth and securing new revenue and client relationships.*

## COS Solutions provides businesses with affordable, effective support in areas essential to growth and success.

The outsourcing of functions essential to a business is an extremely cost effective method to create or enhance existing resources, securing sustainability, growth and profits.

This additional resource can be on a short or long term basis to meet clients specific needs and budgets, providing focussed management and business development solutions along with defined, measurable targets and outcomes.

### Business Development

I Provide business development support and strategy to businesses seeking growth with experience gained in over 35 years in the Oil, Gas and Marine industries with proven track record of growing start-ups and taking established businesses to higher levels of sales and profitability.

Working closely with clients to establish an approach that meets the needs of the business within an affordable budget. This might be just a few days per month to achieve, a specific objective or more to open wider opportunities.

### Interim Management

Typically it could take a minimum of four months to hire a permanent senior member of staff. With over 35 years of senior management including MD of a business, leading it from start-up to a £30m t/o success ensures I have the qualities to assist your business in an interim capacity.

Interim managers are objective and are not drawn into office politics staying focussed on the key issues. There are generally no expectations of a long career so they tell you what you need to hear and bring support and direction.

## Associates Services

Through a network of associates, most of the outsourced functions businesses seek can be provided

- Market research; sector, client and competitors
- IT and communication support
- Bid writing for tenders and funding applications
- M&A support, post and pre event
- Financial strategy and investment
- Policies and procedures, development and implementation
- HR and QHSE support
- The full range of PR & marketing services

## Non-Executive Director

I have held non-exec roles on the boards of several trade associations' including the roles of CEO and President. I bring strategy, direction and clarity to meetings and will steer, mentor and develop organisations in order that they achieve their goals. I ensure governance, corporate responsibility, management, business process improvement, mentoring and compliance.

**IN TOUCH NETWORKS** Member of The Non-Executive Director Network

### Gary Williams

With over 35 years of experience in Business Development and Senior Management I can deliver cost effective support to businesses looking for direction, new business, growth, relationship building, access to new markets, both domestic and international.



**Nothing is more effective in business than real experience with proven success**

# COS Solutions

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- Senior management
- Management support
- Interim management
- Non-executive positions
- Business development
- Access to new markets
- Marketing audits & plans
- Relationship building
- Developing partnerships
- Transition management
- Growth & strategy planning
- Bid support
- Sales team development
- Pre & post M&A support
- Networking
- Managing events
- Delivering presentations
- Public speaking
- Branding, PR & marketing

**t: 07771 882064**

**e: [gary.williams.cos@outlook.com](mailto:gary.williams.cos@outlook.com)**

**w: [www.cos-solutions@live.co.uk](http://www.cos-solutions@live.co.uk)**

**a flexible approach to business support and growth**