



Consultant - Reviewer - Analyst- Director

35 years in the IT and electronics industries, in an environment of major projects and complex change programmes, has given Bob a special insight into the key determinants of project success and failure. Bob has used this experience and insight to create and develop the “Insight” stakeholder review method, which he has deployed with 250 organisations world-wide over the last 9 years.

“I have been able to use the depth and breadth of feedback, and associated insights from Bob’s experience, to create robust, evidence-based action plans” - Chief Executive, local government services supplier

“This kind of independent and thorough review has a vital role to play in such complex relationships, and Bob carried this out with great sensitivity and to the highest possible standards - Account Director,

At his best when:

- Creating and developing trusting relationships
- Actively listening, and establishing empathy
- Analysing complex project experiences, to help people and organisations learn from success and failure
- Inspiring project teams to understand and use an external stakeholder perspective
- Developing project leadership capability

Some of the things you might like to know:

- Managed major consortium-based bids and programmes in the defence electronics and communications industries. He recognised from early in his career that project success was much more than meeting contractual requirements.
- Directed and managed businesses, with full P&L responsibility, for three global corporations operating in major projects and change programmes in the government, telecommunications and financial services industries.
- In his role as Quality and Customer Satisfaction Director for Syntegra, the former BT consulting and systems integration business, was trusted by the organisation to conduct all the major lessons learned reviews on strategic programmes and bids.
- Established the initial Project and Programme Management Skill Group for Syntegra, and was mentor to all the most experienced project and programme managers. Also developed the project management methods used by the company.
- Created the “Insight” Stakeholder Review, and conducted 1000 key stakeholder reviews in 250 major corporate and government organisations world-wide
- Is trusted by major organisations and their customers to conduct reviews and their analysis with great thoroughness, sensitivity and insight, and to create a foundation for sustainable improvement and change.
- Bob is a committed enthusiast in the area of improving customer and key stakeholder relationships.