

Our People & Experience

Our Product - you buy the experience of everyone that works for Rowan. All of our consultants have real experience and were seasoned professionals before becoming consultants. We pride ourselves on the fact that it's not writing reports we specialise in, it's commercial outcomes.

The Application - we apply our experience and expertise and concentrate on outcomes, on actually changing something for the better.

Focus - We know what we're good at and stick to it. We apply our experience to the sales environment as described in the Top-Line Performance FrameworkTM

You've read about the things we say we can do, here's a bit of background on what our people have done in the past.....if you like what you read, we'd love to hear from you.

Key Staff Profiles

David Owen

David is an experienced Managing Director and Marketing Director and uses his 15 years' marketing and sales experience to develop profitable, customer focused businesses. He developed Rowan's Top-Line Performance framework which, for the first time, demonstrates the inter-dependencies along the sales and marketing process.

[Read more...](#)

Chris Rattigan

Chris is an experienced Managing Director, Sales Director and technology entrepreneur. He is highly skilled in product commercialisation, sales and channel management and turning around business performance.

[Read more...](#)

Carol Cole

Carol has a proven track record in business leadership, sales, marketing and project management. Having worked at a very senior level in blue chip organisations, as well as setting up and running her own company, Carol has the experience and ability to apply real-world solutions to help businesses get to market and improve sales.

[Read more...](#)

Venetia Hardy

Venetia Hardy is an experienced research and market intelligence professional, having worked on many 'routes to market' projects for Rowan over the past 2 years. With a strong background in engineering she brings a methodical approach to all of the projects she undertakes. This rigorous approach is backed up by her experience in setting up and running her own business, as well as helping other SMEs take the first steps to growth.

[Read more...](#)

Phil Callan

Phil is an accomplished Sales Director and Executive adviser, helping clients build and manage international sales operations and channel partnerships. Phil regularly helps clients set up new sales operations, improve performance in existing sales environments and win major deals.

[Read more...](#)

Barrie Sharp

Barrie is a highly experienced sales trainer, having first enjoyed a successful business career in sales, sales management and executive leadership before moving in to training. He now designs and delivers dedicated training packages to the Private and Public Sectors and has delivered training in the UK, USA, the Middle East and France.

[Read more...](#)

Steve Jolliffe

With over 20 years' international sales and marketing experience, Steve is a results orientated individual with a proven track record as a senior manager. Sales and marketing, business planning and practical implementation of company strategy are proven core competencies, along with excellent project management and presentation skills.

[Read more...](#)

Bob Hewitt

Bob Hewitt is an experienced sales professional with 30 years in sales leadership roles. He has operated mainly in telecommunications, business outsourcing, hosting and B2B services industries.

[Read more...](#)