

THE BMC

BUSINESS MANAGEMENT CONSULTANCY

0508 THE BMC

Paul Ayers

Paul Ayers is the Principal of The BMC and responsible for its intellectual property and operational management in addition to his own client portfolio.



Paul was taught the value of good management and clarity of thought by the Royal Navy, where he spent a number of years as the Navigating Officer of major warships. After the RN he worked for the NZ\$250M turnover Business/IT consultancy Giga Information Group in London where he had responsibility for Giga's Delivery in Europe and worked for the European and Corporate board as an internal consultant in profitability and operations.

After emigrating to NZ he was retained by a growing manufacturing firm, a role which evolved into that of General Manager. As a potential client he could find no satisfactory middle-ground providers between inflexible franchise outfits, unstructured freelancers and high-end specialised consultancies – so in March 2005 he founded The BMC to satisfy the need for responsible, accountable, flexible, generalist consulting in New Zealand.

Paul is in the course of moving from Ellerslie to Clarks Beach with Ali and their three children. As a Search and Rescue Volunteer and Instructor for Coastguard Paul has led numerous searches as a Tacco (Mission Commander) of the Air Patrol. His time as Chairman of the local Ratepayers Association led to a junction reconstruction and several miles of upgrading roads in the prominent accident blackspots, as well as new water pipelines, power connections and recreational facilities. Paul plays squash for Papakura Squash & Tennis Club and is a member of the Auckland Club of Toastmasters.

Whilst Paul has certain industry experience strengths, he avoids concentration in one sector because a broad client base best equips him to continue building the core of intellectual property which makes The BMC's work powerfully comprehensive yet very efficient.

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