

## Speaker Profile: Paul Ayers

*Paul is the Principal of Auckland based consultancy The BMC and speaks imaginatively on a range of business topics with a confident and inspiring style.*

*He writes each educational presentation specifically for each audience and enlivens it with highly relevant examples and action points your attendees can take away.*

### Content

Paul is not a professional speaker but his work as a consultant to a variety of NZ businesses has led him to speak at events like Clean NZ, on behalf of NZ Trade & Enterprise and to banks, insurance companies and other clients.

As a generalist, his expertise covers making substantial, lasting and efficient change in the following areas; sales and sales management, marketing, production, innovation, capacity management, distribution, supply chain, asset/staff/admin/supplier management, strategy, compliance, financial management and process management.

Business topics demand relevance to satisfy attendees and each presentation is uniquely designed to reflect the challenges, opportunities and situation of the intended audience. Whilst Paul may refer to techniques used by The BMC in giving examples, each presentation stands on its own information and mention is not made of specific services.

### Style

As a former military officer, Paul has a crisp, clear style with strong and deliberate vocal control. He connects with the audience, rather than hiding behind a lectern, and gently uses body language and powerful examples to involve attendees, minimising the use of Powerpoint. As a member of The Auckland Club of Toastmasters, Paul's speaking skills are well polished.

### Organiser Liaison

As a management operations expert, Paul (and The BMC) follow an easy to work with process which minimises the effort on the part of the organiser.

1. Provisional content approval. The nature, structure and thrust of the content are provisionally approved; this can be verbal or by written summary.
2. Provisional booking. Times, dates and requirements booked.
3. Final content approval. Agenda provided as a Mindmap; structure of handouts submitted for approval (4 weeks prior).
4. Final logistical approval. Times, dates, AV equipment, logos to use and any other relevant information confirmed (2 weeks prior).

### Biography

Paul Ayers was taught the value of good management and clarity of thought by the Royal Navy, where he spent several years as the Navigating Officer of major warships. After the RN he was taken on by the NZ\$250m turnover business/IT consultancy Giga Group in London where he progressed from dealing with clients such as Reuters and BAE Systems to responsibility for Giga's Business Support 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. Seeing a gap in the marketplace for pragmatic, flexible yet structured business support he founded The BMC in February 2005.