

Excellent strategy consultants, outstanding facilitators and intelligent negotiators with extensive international operational experience, which has been linked to global marketing capabilities and technical awareness. John Alan Davis is founder and managing director of Scott Davis Management, a company which has provided executive management development programmes for more than twenty years.

His creative heritage started as a development engineer in the aerospace industry for Plessey Dynamics, grew into a passion for strategy development through sales with INA into market management in W R Grace on food packaging and then as marketing planning manager for SKF.

Then as SKF marketing director in the UK he was responsible for business strategy to grow market share, business planning and financial strategy for profit. After a global strategy role on automotive components for SKF in Gothenburg he became marketing director for the Middle East and Africa developing financial and distribution strategies to again grow market share and profitability. Following that role as chief executive for the number two bearing company FA'G, his responsibility for strategy and business development produced high growth.

From a competitive fast moving strategy focused background he naturally turned to people development, first with **'strategy and marketing in business management'** for Management Centre Europe in Brussels, then **'competitive strategy'** and **'strategies for change'** for the Institute of Bankers in Pakistan.

Then in 2004 he became one of Informa's senior associates creating **'strategic skills for senior managers'** a series of very successful public programmes attracting Mobily, Sabic, Saudi Hollandia, NBK, SABB and Qatar Petrochem, Markaz and others, followed by a **'strategic skills forum'** for Informa itself. Then **'strategic thinking and planning'** for Qatar Foundation and **'strategic thinking'** for ADFCA. The programmes **'strategy – to enhance business focus'** proved a big success for Brasil Foods and **'strategic thinking and analysis'** for Emirates Nuclear Energy Corporation. A new public programmes **'aligning budgeting with strategy'** completed a natural progression towards the middle of 2014.

With a passion for helping managers in the the greater Middle East he brought a new dynamic focus to **'strategic business planning'** for George Washington University and Informa, adapting strategy to location and to business model with an innovative approach and cutting edge case studies.

His particular proactive, creative and intuitive hands on practical approach is tailor made to deliver company and team strategy development and planning.

A link up with LBL Strategies in Chicago has allowed him, as certified trainer, to deliver a follow on course to Balanced scorecard, that is SMPS or '**strategic management performance system**' a full five day bootcamp course.

His personal expertise in designing and delivering strategy, leadership and management development programmes and seminars for CEO's, senior & executive vice presidents, senior and middle management, analysts, engineers and specialists with Informa has achieved a strong reputation and produced more than three hundred courses.

The work has produced high levels of business competence and organisational skill for major companies such as Sabic, Siemens, Etisalat, Tanmia, ADNOC, Saudi Aramco, MAF Carrefour, Dolphin Energy, Royal Commission Hospital, Spimaco and banks and finance houses including ADCB, UNB, SABB, Mubadala, IPIC, UIC also Master Card, MOD, Shell and many others.

His focused programmes enhance management skills on both public courses and customised in-house courses to meet client's specific needs. They blend more than seventeen years' experience of companies in the Middle East and Europe with a deep understanding of people skills in a business environment to enhance and grow company capability.

John's strong proactive interpersonal managerial style, which he blends with a great deal of experience, continues to produce lively discussions and positive outcomes on his executive training courses. With a network of associates this all produces a competent collaborative group with a strong focus, enthusiasm and a real sense of urgency.

Please **contact us** for any specific experience details.