

# Introduction

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What we do

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# What we do

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"We create and implement business strategies"

## What we do (cont.)

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- gutowski & milner (g&m) is your Result-focused, Action-oriented Strategy Partner
- g&m offers the optimum mix of strategic expertise and delivery experience to help pursue successful development.
- For us, a strategy is not an MBA textbook theory. It's a direct route to success, through clarity of vision coupled with precision in execution.

## What we do (cont.)

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- Our Managing Partners, Partners and Associates have contributed personally and measurably to the growth of international organisations.
  - Across Interim Management, Business Transformation, Change Management and Internationalisation, they know what it takes to move companies forward, profitably.
  - And they are proven to have what it takes to deliver, accountably. In today's competitive environment, partners can't be passengers. From Day One, you'll discover we're the active ingredient of your success.
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Why you should speak to us

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## Why you should speak to us

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- You want to bridge a Senior Management vacancy
- You have a critically important project that needs to be handled by someone with experience?
- Your local market is struggling
- You want to grow your business
- You want to go digital
- You want your people's issues solved
- You want your business "future proof"
- You want to exit / sell your business
- You want to streamline your business
- You want to expand your business to other areas or regions



# Areas of expertise

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## Areas of expertise

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- Interim Management
- Change Management
- Digital Transformation
- Restructuring
- Sales
- Marketing
- Internationalization
- Business Development
- Business Diversification

# Who we are

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# Who we are



Gary Milner  
Managing Partner

Gary has more than 30 years experience of working in Sales & Marketing departments for major, Blue Chip international corporations – in the fields of IT, Chemicals / Plastics, Pharmaceuticals & Toiletries. For more than 10 years, Gary acted at Board level for a leading IT brand, 6 years of which as COO & President for the EMEA region – where he was responsible for fast growth, as well as later on restructuring the organisation for new realities. Additionally, he has lived / worked in Germany for 3 years, as well as spending extensive periods in Asia/ Japan – Gary therefore knows what is expected at C-Level on the international stage.

<http://linkedin.com/in/garymilneruk>

# Who we are

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Michael Gutowski  
Managing Partner

Michael is a successful and resourceful senior management professional (C-Level) with over 25 years of extensive international experience in the development and execution of corporate business strategies. He is a business leader with outstanding business development expertise covering Asia, North America, Europe and Middle East markets. Skilled in driving enterprise growth within high technology companies and expert in deploying new strategies and integrated customer operations to deliver performance and business excellence.

<http://linkedin.com/in/michael-gutowski-b538307>

Thank You

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