



Beamont Collegiate
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my
story

STUART BROWN
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RESULTING LTD

WHO ARE YOU AND WHAT DO YOU DO?

My name is Stuart Browne and I run my own consulting business in technology and marketing. When people have complex problems, they pay us to help them find simple solutions and put in place plans to change the way they do stuff.

WHAT YEAR DID YOU LEAVE?

1987. Think Michael Jackson Thriller.

WHAT DID YOU DO AFTER LEAVING?

I did A-Levels at Priestley and did pretty badly. Looking back, I chose the wrong subjects - Maths, Physics and Business Studies. Plus, I was more interested in Rugby, cars, girls and pubs - so I left with 2 E's. Not a great time if I'm honest.

Luckily, I got on to a BTEC Engineering course at Bolton and then did a Degree in Manufacturing at Salford Uni. I got a 2:1. I really bucked my ideas up after A- Levels.

WHAT WAS YOUR FIRST PROPER JOB?/WHAT COURSE DID YOU STUDY?

The first proper job I got was at Unipart who make and sell car parts. I drove around the country installing computers in small garages - at the time when garages did everything on paper.

I was promoted to Product Manager within 12 months and was responsible for the UK's most successful Garage Software by the time I was 25.

HOW DID YOU GET WHERE YOU ARE TODAY?

I worked for Unipart and then a few consulting firms including big ones like PwC and IBM. In 2004, I decided to set up my own as I don't like being told what to do!

I realised that I was good at what I did but I wanted to work part-time when my kids were young so I could spend time with them. So I set my own company so I had flexibility.



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I used to travel a lot with work - USA, India, Asia, Europe and lots (and I mean lots) of time in London. Travelling is a good way to learn about different cultures and the time I spent travelling gave me time to think and decide what I wanted to focus on.

WHAT DOES YOUR JOB TODAY INVOLVE/WHAT DO YOUR STUDIES INVOLVE?

I run my own consulting business - so I'm my own boss in a way. I spend 50% of my time running the business and making sure it's profitable and growing. And I spend 50% of my time meeting new people and working with them to help solve their complex problems. You could call this 'sales' but really it's just meeting people and helping them in exchange for money.

Consultancy is a career where you basically have to quickly understand a complex problem, clearly describe a simple solution and then help plan how to get from A to B in bite-sized chunks. Lots of businesses value an outsider's help.

AT SCHOOL, WHAT DID YOU WANT TO BE WHEN YOU GREW UP?

I was always playing with computers. I taught myself to code as a teenager and was lucky that my Dad's company needed help with their spreadsheets and databases.

From an early age, I was fascinated by technology so wanted to work with it in some way. But I did a degree in Manufacturing for some reason.

WHAT SUBJECTS DID YOU ENJOY MOST AND EXCEL AT?

Probably Maths and English, followed by Design.

WHAT DID YOU FIND DIFFICULT AT SCHOOL?

French and Chemistry. I had no idea how verbs worked and couldn't understand anything in Chemistry. I'd have understood Chemistry more if it'd been taught in French!

LOOKING BACK, WHAT'S THE ONE THING THAT SCHOOL GAVE YOU THAT YOU'VE BEEN ABLE TO USE TO GET WHERE YOU ARE TODAY?

It was a pretty rough school when I was there - so I'd say the ability to get on with anyone. That's been a crucial skill - a GCSE in streetwise.

IF YOU COULD GO BACK AND GIVE YOUR 14 YEAR-OLD SELF ONE PIECE OF ADVICE, WHAT WOULD IT BE?

Be as curious as you can about stuff that really interests you - everyone does the same subjects, so it's the other stuff you learn around the outside that will make you happy and successful.