

Keith Probert - LinkedIn Recommendations



Nicholas O'Regan

Professor in Strategy at Aston Business School

August 2, 2019, Nicholas worked with Keith but at different companies

Keith is both a visionary and an effective deliverer. His extensive corporate and international experience is second to none.



Myles Mayne

Leadership strategy and change coach PCA Bristol. Everything DiSC and 5 Behaviours. Adler Coach Trainer.

September 20, 2018, Keith was a client of Myles'

There are few people better able to make connections at a senior level. Wherever Keith goes he wastes no time in getting to know the key contacts in the region, building a network that he is happy and able to open up to organisations he works with. Keith honed his coaching skills with an Adler UK course run by PCA and has since used those skills to great effect. A thoroughly nice guy who sees opportunities and has the ability to formulate a strategy that can and will deliver results.



Afeez Alade-Kolawole

Head of QA, Founder of It's Electric Podcast, Co-Founder of GlobalEVRT

September 6, 2018, Afeez was a client of Keith's

Keith has been a real pleasure to work with. Keith did an exceptional job during our time together at GlobalEVRT. Keith is self-motivated and wise, but also an inspiring perfectionist, creative strategist with great interpersonal skills. He is detailed oriented, intelligent, deadline oriented and broad-minded; has vast knowledge in most fields and is thorough. If you ever need someone to deliver under pressure, no slip-ups, just results, Keith is your go-to person! Highly recommended.



Ben Pullen

Inspiring Transformation to Smarter Mobility

July 10, 2018, Ben was a client of Keith's

Having Keith on board enabled us to look up and ahead at times when the team were heads down working on and completely consumed by the project in hand. This was important for the company as we grew from our first event into a portfolio of events across different regions, which require a strong eye on present and future outcomes. Keith's approach brought experience and storytelling to real life situations and he always asserted a sense of humour to the atmosphere. Right from the start Keith was identifying and introducing potential strategic partners to explore working with and he brought a range of ideas to the table. One of which we implemented with confidence, and that was the idea to include Croatia in the ESCP Europe EVRT 2017 event.



- **Dave Brennand**

Head of Commercial Ventures at University of the West of England

April 4, 2018, Keith was a client of Dave's

Keith has been a great supporter of UWE, its faculties, students and the growing companies that are part of our network for over 10 years, Keith and Viimi have great expertise in business planning, strategy, change management, intercultural communications, export, client relationships and market development. His help always comes with a good sense of humour and is highly recommended by me. Dave Brennand



- **Clive Wray OBE**

Director at Wrayco Limited

October 31, 2016, Keith was a client of Clive's

Keith bought us the perfect mix of professionalism and knowledge when we needed expert High Growth Coaches as part of our Growth Accelerator contract at Business West. We soon found that to his deep understanding of what really makes companies 'tick' and improve performance, resulting from his corporate turn-around and business-doctor experience, he added first-class relationship building skills and a true appreciation of the importance of people in achieving business goals. As a result, we could rely on him to provide great support to our most challenging customers from whom he invariably received excellent, result based feedback. Now we both run our own consultancy businesses, I couldn't hope for a better collaborator.



- **Bernard Dwyer**

Phd in Access

May 4, 2016, Bernard managed Keith directly

PHD wishing to take advantage of the construction super boom in London & South East were going through change. To contend with the current growth prospects, it was felt having an impartial eye cast over the business was a sensible approach, and we contacted Keith Probert at Viimi. They committed to the business for 3 months to diagnose - suggest and implement the change required. The term ended 6th April 2016 and we feel the process was smooth and successful, steered by the Viimi team.



- **Edward Lobbett**

Chief Commercial Officer (CCO) at Neutro

November 23, 2015, Edward worked with Keith but at different companies

Keith and I worked together at the Institute of Consulting and he has spoken at my events, but it is his informed and strategic take on a range of business topics that has proven invaluable. It is perhaps this wide-angle view of business and the relationships that make it happen that makes Keith so good at connecting people; he understands their needs personally and can quickly assess their business needs to bring them together with the right people. Keith has also been a valuable mentor and

confidante, and can be relied upon to give strategically sound, business savvy advice. He reduces issues quickly to their critical components, and cuts through the melee to find a workable path. He is an excellent long-term strategist. He has been a friendly and valuable person to know, and someone I hope to work with again.



• **Charles Clifton**

Partner at TradingHUB Codex LLP

November 9, 2015, Charles was a client of Keith's

I have had the pleasure of working with Keith in his former roll of High Growth Coach and Business Mentor to my then start-up business. Our business model was a little outside of the norm, spanning an entire continent and encompassing many aspects of organisational planning, management, distribution, marketing and sales, but it was clear that Keith got it from the word go and he soon became an invaluable and closely integrated member of the core team. I continue to this day to enjoy some "big-picture" conversations with Keith; he has an innate ability to couple creativity with logic and an enviable track record spanning many sectors and disciplines upon which to draw. I heartily recommend Keith to any size organisation from start-up to multinational as he's bound to spot that elusive opportunity and then empower you to run with.



• **Duncan Bänffer**

(Gen) Manager Finance / ICT & Accounting bij AmbulanceZorg Rotterdam-Rijnmond

April 23, 2014, Keith worked with Duncan in the same group

I worked with Keith at the start-up of Pirtek in the Netherlands. Keith is an enthusiastic team player and inspiring employees to do their very best. Keith coached us, as the company grew from one depot to 15 depots with national coverage in Belgium and the Netherlands. We experienced all the typical growth stages and managed to overcome all of its typical growth problems, starting as a pioneer company and ending as a professional company with a solid franchise network in the Netherlands and Belgium. Thanks Keith!



• **Jerry de Rijk**

Owner, Relyon IT Solutions

February 2, 2014, Keith was a client of Jerry's

I am glad to recommend you for the good work achieved during the mutual cooperation between Pirtek and Relyon during 2009 & 2010. During the project we implemented Relyon Service Management for the full-service process for the Belgium centres and set up the requirements for real time/live reporting.



• **Paul Gough**

Pro-Vice Chancellor and Vice-President, RMIT University, Australia

January 30, 2014, Paul worked with Keith but at different companies

Keith is a great individual to work with; loyal, committed and professional, whilst being very personable. He is an asset to any team, a strong motivator and a highly credible coach. It's always a pleasure meeting up with him.



- **Peter Michael**

Worker at Ama-Kya (AmaKhaya)

January 30, 2014, Peter worked with Keith in different groups

Worked well with Keith when evaluating a new business, Pirtek. What struck me was Keith superb interpersonal skills and deep knowledge of his subject material.



- **Jeannie Cohen-brand**

Head of Enterprise and New Ventures at University of Gloucestershire

December 14, 2013, Jeannie worked with Keith but at different companies

I worked with Keith during my tenure as Business Development Manager at the Chartered Management Institute. At that time Keith was senior member of our regional network and he was instrumental in providing networking opportunities and client introductions that enabled me to develop and grow CMI business. During the time I worked with Keith he showed a real passion for excellence in leadership and management. His business acumen is highly developed, and he understands that, "the front line is the bottom line." Keith values partnership and is able to identify and progress mutually beneficial partnership opportunities. I very much enjoyed and benefited from working with Keith and I would not hesitate in recommending him as a business partner.



- **Rob Bennett FCMI MIC**

Now happily retired and living in Spain with my wonderful wife Linda

November 15, 2013, Rob worked with Keith in different groups

I have known Keith for about 3 years now and have always found him engaging, helpful and passionate about CMI and its continuing development both in the South West of England and across the globe. He has been supportive and proactive in seeking out commercial opportunities for myself and my team.



- **Brad Holmes and The Hitmen**

Party Entertainment Jazz to Pop

October 18, 2013, Brad Holmes and was a client of Keith's

I approached Keith for business advice which, over several sessions, expanded into aspects of Career and Life coaching. Areas covered included Marketing, Branding, International expansion, Expat planning, International investment, Career planning, Goal setting, Lifestyle balance, and more. Keith's expert and unique international knowledge and vast experience helped me to improve many aspects of our Entertainment, Education and Real Estate business in Japan and Australia. It was also of great help personally to have a coach and counsellor to confidentially explore different "what if?" concepts and possibilities regarding career and life. This led to a great deal of clarity, new ideas and

motivation. I highly recommend Keith as an engaging, caring, out of the box-thinking- coach, counsellor, motivator, facilitator and entrepreneurial advisor, regardless of the context.



• **Tony Downes**

Executive Director, Engineering and Operations Solutions, Integrated Facilities Management at JLL

October 4, 2013, Keith worked with Tony in the same group

I worked with Keith on the South West Regional Committee for the Institute of Consulting. Keith was a highly effective Chair, able to leverage both his extensive experience and a considerable network to deliver a range of activities for the membership. He worked very closely with the local Chartered Management Institute committees (our sister organisation) to deliver joint events. He has a persuasive manner and has a knack of getting the right people on his team to help deliver outcomes. He's also a really great person to be around, with an obvious enthusiasm and enjoyment of what he does.



• **Ollie Collard**

Innovation Manager at Future Space

October 2, 2013, Ollie worked with Keith but at different companies

Keith and I have known each other for several years. On a personal level Keith is extremely personable, honest, empathetic, always willing to share his knowledge with others and all-round a top guy. Describing Keith as a management consultant, does not do him justice. His expertise is in Sales, Marketing, Operations, strategy and leadership development. Keith has regularly shared his knowledge and experience with students on a voluntary basis, taking part in employability events, with the aim of better preparing students for the world of work. Keith has directly influenced the lives of many young people and inspired them to achieve their goals. Keith is always able to see the bigger picture and he is a great connector of people. I hope to work with Keith again in the near future.



• **Andy Coughlin**

Managing Director at Andy Coughlin Consulting Ltd.

September 19, 2013, Andy worked with Keith but at different companies

One of the most enjoyable parts of my work is as a Lead Facilitator for Working Knowledge, whose events help young people learn about the world of work. 'Business experts' support the events and it's their real-life experience which adds an extra dimension for the students. It's been my pleasure to work with Keith several times, and he is always a great 'expert'. He has so much knowledge and experience, but crucially has the EQ to know just how much to share and how to share it with people who are less experienced than he is. I look forward to the next time we work together.



Gwyn O'Kane, CFE

Looking for a proven successful franchise opportunity?

July 8, 2013, Keith worked with Gwyn in the same group

I had the pleasure of meeting Keith when he spent time with PIRTEK USA as a consultant from PIRTEK Europe during the first quarter of 2001. While in the U.S. Keith spent time at several of our franchised locations around the country advising owners and their teams on the skills required to build a successful PIRTEK Centre. Keith's experience and knowledge of the PIRTEK system was invaluable during this early period of development at PIRTEK USA.



Ken Russell

Depute Principal - Academic Development, Inverness College, UHI and Visiting Professor at Aberdeen Business School, RGU

March 27, 2013, Ken was senior to Keith but didn't manage directly

Keith is a person that I would want to have on my team as he combines a positive can-do attitude with being a completer finisher and with a great sense of humour. He has maintained regular contact since he completed his MBA and shows great loyalty to those he respects.



Brian Dorricott

Leadership & Business Advisor

February 22, 2013, Keith worked with Brian in the same group

I worked with Keith coaching and mentoring the CEOs of two companies. Having already met the CEOs, Keith had a clear idea of the requirements of the CEOs and asked me to join the sessions to provide an additional perspective to the discussions. During our sessions, he analysed the prevailing problems and tabled them for discussion without prejudicing or prejudging the answer. When questions were avoided, he patiently and politely returned to them so that the CEOs could articulate the resolution to the issues they had brought up by looking at the problem from different (and often new) perspectives. His use of effective questioning helped the CEOs to create a set of solutions before they identified the one most likely to succeed against the previously discussed objectives. At the beginning each meeting Keith calmly reviewed progress in order to ensure that no opportunity had been missed. At the end of each meeting he ensured that all parties knew the actions for the next. I was impressed to see how Keith also used his humour appropriately to release tension during some of the more challenging discussions. Having spent considerable time with Keith and these two CEOs and on other projects I have no hesitation in recommending him where someone of high integrity, honesty and infectious calm are required.



Joe Jolliffe MBA

HR Generalist-HRBP-Support. Complex ER/IR Union, projects/change, TUPE, redundancies-continuous improvement HR4U.

February 7, 2013, Joe worked with Keith but at different companies

I met Keith prior to an Institute of Business Consultants (IBC) event. I had agreed to facilitate a discussion, the topic: What do you get when you ask an HR professional to help; what I described as the afters.... In my discussions with Keith I found him to be very supportive, challenging and he provided insight into what some of the delegates wanted to achieve. This was invaluable! In the 3 years I have known Keith I have found him to be supportive, helpful, knowledgeable and

professional, with a keen wit. I consider him as a true professional who can be relied upon; a good egg!



• **Tony Stubbs FCA, FRSA**

Leader Transpire Director Network, NED/Board Director development, NED Diploma Tutor, Board Advisor/Trustee, CFO
October 24, 2012, Tony was a client of Keith's

Keith selflessly took on the role of mediator in a recent business difficulty creating a beneficial outcome for all parties.



• **James Lott**

Recruit, train and progress talent for ambitious businesses using Apprentice Levy funds. Helping educators do the same.
October 12, 2012, James worked with Keith but at different companies

Keith has been a great supporter of our mission to bridge the gap between education and the workplace. Not only has Keith given freely of his own time to help UK's teenagers but has also advocated our events to others. We now engage 1500 businesses per year, both big and small, and I have no doubt that Keith has made a significant contribution to our success.



• **Kim Jones**

MD, strategic advisor and award-winning mentor, enabling good businesses to change and grow through innovation.
October 2, 2012, Kim was a client of Keith's

Keith has been a great supporter and mentor to the UWE Ventures community of entrepreneurs from its inception in 2008. He has given generously of his time and expertise, providing advice to early stage businesses. His passion and enthusiasm bring out the best in the individuals he coaches, and he draws on his wide network of talented people to help young businesses grow.



• **Neil Watson**

Regional Marketing Manager at Sennheiser Communications/CC&O
September 6, 2012, Neil was a client of Keith's

Keith helped us (Nameless) to look at the things it's easy to avoid in business. His direct approach and questions make it impossible to ignore the things you might otherwise think are sorted... when they are not.



• **Stuart Gallemore**

UX Specialist
September 4, 2012, Stuart was a client of Keith's

Keith came in and helped us totally re-evaluate our approach to sales, valuing of our services, and leadership. His expert knowledge, experience and sound advice helped us to improve every aspect

of our business. It was also of great help personally to have someone external to confidentially bounce ideas off of and get reassurance that you are doing the right thing, or more importantly warnings when you may not be!



- **Jaya Chakrabarti MBE**

CEO, geek girl, mothering director, agitator for change, spare time singer, ending slavery with tiscreport.org
August 29, 2012, Jaya was a client of Keith's

Keith is direct, perceptive and totally understands sales and business growth, which is why we engaged him. I loved working with Keith - he was generous with his time, quick to respond when we had urgent issues we needed to address and is incredibly connected with all the expertise we needed in order to grow. We'd definitely work with him again!



- **Stephen Maudsley**

Product manager
July 6, 2012, Stephen was a client of Keith's

Keith came to us as a coach for high growth companies through Business West since we (Churnbar Limited) will be. As an accomplished active listener, he listened well and helped us analyse our current state, and where we aspire to be so that we could make plans that get us there. His coaching enabled us to make changes to the composition of the company and organise our strategic thinking. Keith contributed to the betterment of the company.



- **Gildas Jones**

Founder and Chief Geek at Dial A Geek - [talk to me about SME tech support and Cyber Security](#)
June 19, 2012, Gildas was a client of Keith's

I was introduced to Keith as part of a business review panel at UWE Ventures. As a result of this meeting and further discussions I enrolled on a funded coaching scheme for business's with high growth projections. Working with Keith at this time was very valuable, as when I was looking ahead at Dial A Geek's aims and progress I was keen to explore the idea of Franchising. Through booked sessions he gave helpful advice and experience on how to Franchise a small business, Keith also introduced me to a former colleague who had run a franchise for over 20 yrs, which was really useful in terms of evaluating the experience of a franchisee. As a result, I am now continuing to develop this model.



- **Nigel Legg**

Contract Data Engineer with Public and Private sector experience.
May 15, 2012, Nigel was a client of Keith's

Keith worked with us on the High Growth Program through Business West. This led to me becoming more organised, and to thinking more strategically about the direction the business was going.

Under Keith's guidance, we took some major decisions which will make for a stronger company in the future. Overall, Keith's coaching gave me the confidence to go with what I think is right for the business, whilst challenging me about the potential risks in all options, which was very useful.



Neil Higginson

Regional Clubs and Facilities Manager - SW & Wales at England & Wales Cricket Board (ECB)

March 29, 2012, Neil was a client of Keith's

Keith is knowledgeable, well connected and someone who makes things happen. Always willing to support others- even if it means he loses out - he happily gives his time in supporting others to reach their business goals.



Nic Smith

Owner, CoolBoard Ltd

July 27, 2011, Nic worked with Keith but at different companies

I first met Keith at UWE's business plan competition – he was a judge and I was a contestant. After winning the competition with my plans for CoolBoard, the ultimate balance board, Keith took an interest and offered some of his time to help us develop. This is very Keith – taking a true natural interest where he can help in a very personable way. I have now worked regularly with Keith over the last year and his time, knowledge and attitude continue to be priceless – Keith has a very specific way of seeing the world which revolves around knowing how people work together and how our interactions with others shape our world. In this way Keith has added much value to CoolBoard, helping us to identify opportunities and working out how to take these to the next level. His advice can often be summed up with 'of course, why didn't I think of that', and that's why he's so useful. Keith also happens to love using his CoolBoard and makes a natural champion of it!



Pascal Van Bouchaute [?](#)

Operations, Sales, Franchising, Business Development

July 8, 2011, Keith worked with Pascal in the same group

"Keith is a very experienced guy with a good view on how to manage things. He is a good listener, also a team player and always ready to help where needed. From his previous functions and running projects I am sure Keith will achieve his goals all of the time! Keith comes highly recommended!"



Luke Boulton-Major MPlan

Real Estate★Planning Specialist★Property Investor★ Developer ★ Flips ★ Refurbs ★ Commercial Conversions ★ JVs

May 23, 2011, Luke was a client of Keith's

I met Keith through his involvement in the UWE Ventures after which he was a very active member on my panel as a business advisor when I launched my new venture Karma-Active in December 2009. Keith's attention to detail and experience really helped me to produce a great business model which is currently on the road to achieving national and international growth. The valuable contacts which Keith has introduced me to both in the sporting and business world has helped me to become

well recognised in our very specific market. Facilitating meetings and acting as a mentor it is clear he is a very clever businessman, a great listener and I can highly recommend Keith.



- **David Leakey**

Former General and Black Rod (House of Lords), Independent Business Development Consultant
January 14, 2011, David managed Keith directly

Keith retains a remarkable mix of experience, expertise, tenacity, energy, innovative and lateral thinking and a delightful sense of humour. A pleasure to do business with him.



- **Paul Stafford**

(Retired) Head of Estates Maintenance (Chief Engineer) University Hospitals Southampton
November 9, 2010, Paul was a client of Keith's

The department was going through a period of profound change, and a number of the Senior Managers (including me) had significant project commitments over and above the day job. Keith was hired as consolidated backfill to facilitate the mindset change of people in the department who were resistant to 'any-change' for a short period to 'kick-start' the change processes; which he did very well.



- **Dave Browne**

Director at Vita
August 11, 2010, Dave was senior to Keith but didn't manage directly

I lost contact with Keith as I have many others over the years; when I met him, Keith was a Sales Advisor for Telewest now Virgin Media in the Bristol area. His work was exemplary and as a result he was nominated to attend a training seminar presented by Anthony Robins, which he completed with flying colours. We appointed Keith as Area Sales Manager a difficult task for anyone in the Bristol area and he continued to flourish and do very well. I met Keith recently after 16 years and was impressed with his competence, knowledge and ability to disseminate and communicate complex subjects easily and with a good eye for the opportunity. Clearly a rounded, competent business person, I have no hesitation in recommending Keith to interested parties.



- **Theo de Wit**

eigenaar van REGBAT
August 10, 2010, Keith worked with Theo in the same group

Starting my own franchise in Amsterdam in 1998 was a great adventure. As it was one of the first for Pirtek in Europe mainland and the first for Pirtek Benelux there was a lot to do, learn, improvise and make happen. Keith was the operations manager from Pirtek and the right man for such a job. We were up and running as scheduled and with great spirit. Keith trained my men and myself to do the job. It was a great time and Pirtek made a very good start in Amsterdam and the Benelux. And still has. Later Keith went back to the UK to follow his study. We are still in touch and I am always impressed with his energy and dedication.



- **David Rigby**

Developmental Coach, Keynote Speaker, Behavioural Profiling, Trains Leadership, Presentation, Diversity, Communication
June 4, 2010, David managed Keith directly

I am Institute of Business Consulting SW Regional Chair and Keith is my Marketing Director. I have learned to rely on Keith. When it comes to marketing events and other activities and communications Keith knows exactly what to do. He also teaches the team what to do and why and walks the walk. Highly recommended.



- **Tony Ginda BA (Hons), CMgr FCMI**

Business Development Director at Chartered Association of Building Engineers
March 23, 2010, Keith worked with Tony in the same group

I have worked with Keith who was a committee member of IBC SW for over two years. Keith's experience, knowledge and practical approach allowed him to join the Institute as a fellow. He has since given a high level back to members and head office staff. Keith's international work has allowed him to see issues from differing angles and provide not only the most suitable solutions but those which resulted in success. I would highly recommend Keith to any organisation. Tony Ginda



- **Antoine van Driel**

Vestigingsmanager KIA Autohaag Zeeuw Rotterdam
December 16, 2009, Keith was a client of Antoine's

I delivered several commercial vehicles to Pirtek Benelux. Keith was a good and honest person to do business with. He was straight and stood up for his rights! I knew exactly with whom I was dealing with



- **Edward Netley**

Independent Arts and Crafts Professional
December 15, 2009, Edward worked with Keith in different groups

As an artist I am not the easiest of chaps to work with. The business side is not my strongest point. Several times I have needed advice and foresight on that account. I have always sought this from Keith who has given me sound and realistic direction. Though I am a small business compared to his usual dealings he has always found time to talk me through minor as well as major problems. After listening to my rantings, he has analysed the situation and found the direction I should take then put forward the solution needed. He has become an invaluable contributor to my business.



Edward Netley

Independent Arts and Crafts Professional

December 15, 2009, Keith worked with Edward in the same group

As a young man I worked with Keith in the British Army. Personally, I never found another soldier I would rather have beside me in a sticky situation. He was obviously too bright to be a ranking soldier in a peace time army. What he needed was a dam good war then if he lived long enough to 'fly' up through the ranks and assume his natural place of leadership and command.