



## **Paul Clarkin**

Paul Clarkin is a Director and founding partner of Focus Business Advisers Ltd (FBA)

With more than twenty years experience as the Chief Executive of private and multinational companies in Ireland the UK and USA and with 5 years experience in the SME business advisory sector, Paul has a unique range of business skills.

Paul's specialty is helping businesses to achieve sustained profit growth through fully developing their sales, operation and management potential. In addition to strategic planning and financial and operational efficiency, his specialist expertise includes the acquisition of suitable businesses to meet company growth strategies, grooming businesses for sale, and the acquisition of bank and investor funding.

Paul also provides advisory services in financial and cash flow planning and business restructuring.

## **Clients**

Paul's approach is very much hands on with the emphasis on assisting the owner manager solve problems, while maintaining their focus on securing the business and, at the same time growing and shaping its future. He has recently worked with clients in the mobile phone, business software, retail, beverage manufacturing and distribution, health, horticultural and agri sectors.

Paul is a Mentor with the Bank of Ireland Enterprise Builder initiative and a has worked on assignments with Invest NI

## **Experience**

Paul qualified as a Chartered Accountant however, has spent much of his career as Chief Executive with major Irish and International corporations in the Clothing, Manufacturing and Agri sectors. He was also seconded as CEO to a major Agri conglomerate in the South West of the USA where his brief was to restructure the business and to develop and implement a successful exit strategy.

In addition, Paul's business sector experience includes Engineering and Building Material supplies.