



SHAY ROCHE

Shay is a founding partner of Focus Business Advisers Ltd. (FBA). He has worked at senior manager level in both Irish and multi-national companies for well over 25 years. His senior appointments include his core area of Finance and other functions such as HR, Distribution and General Management.

He has extensive experience of working with clients in a variety of business sectors such as She's, FMCG (Fast Moving Consumer Goods), Manufacturing and Construction; he fully understands the key challenges faced in these industries.

Based on tried and tested business tools he has helped deliver solid business results for clients. More recently, he has helped companies address the challenges presented by the current recession. This has usually taken the shape of focussing on sales growth, funds delivery and people development.

Complementing above has been his increased role in supporting business owners in both the grooming of their businesses for disposal and in the disposal process itself.

Clients

Over the last number of years Shay has been involved with delivering a variety of assignments. These included areas such as business strategy implementation, the development of high-quality customer services and a very pragmatic employee performance management process.

He is very keen to work with company owners and managers to identify the issues and challenges they confront and to help them realise all their opportunities. He pays particular attention to ensure alignment of the company's business goals with its key resources and processes. He is committed to helping companies achieve their potential by supporting them with the best practical advice at a cost that makes sense.

Experience

Prior to helping set up FBA Shay held senior positions in a number of progressive national and multi-national companies. These included assignments in a major subsidiary in the UK where he had responsibility for business planning and the capital projects approval process.

Shay is a Chartered Management Accountant (CIMA) and has a number of post qualifying diplomas across a wide area of senior manager skill sets.

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