

BUSINESS LUNCH

FULLY SERVICED & MANAGED OFFICE ACCOMMODATION

- Flexible terms
- Manned reception
- Meeting room hire
- Virtual offices
- Free car parking
- Month to month licences
- IT support



01482 638400

Melton Court, Gibson Lane, Melton, HU14 3HH
www.dbhservicedoffices.co.uk

Freelance consultant Clare back in region after 12 years on the road

'I'm closing the case on time away from home'

TWELVE years after taking up the mobile life, consultant Clare Crowther is back in East Yorkshire for good. **Alistair Houghton** meets her



AFTER living out of a suitcase for the past 12 years, Clare Crowther is glad to return to her East Yorkshire home for good.

She has worked as a freelance consultant throughout the UK and Europe since she left BAE Systems in 1993.

She focuses on project management and executive coaching and has worked with companies as large as Siemens and as small as Anlaby firm lunch-on.com.

One of her biggest jobs saw her moving a whole business from Manchester to Greece.

But no matter where she went, Clare returned to her Elloughton home and family every weekend.

Now she says she's tired of life on the road and wants to concentrate on sharing her experience and skills with businesses in East Yorkshire.

"I've had enough living out of a suitcase," she smiled. "I want to stay home and I want to be part of the Hull community."

"I'm putting my suitcase in the loft – and it's only coming out when I go on holiday."

Clare is currently working with Business Link Humber to help small enterprises with leadership and management training.

She said: "Executive coaching is proving extremely popular in helping executives realise their vision and achieve their full potential."

Just this week she started a contract with KPMG, interviewing companies in the region and heading back to Elloughton at night.

Clare's consulting career began when she was made redundant from BAE Systems in 1993, an event that forced her to move into the job market and reconsider her career.

"When it happened I was terrified," she said.

"I sent off 350 application letters in two and a half months."

"All the letters to national agencies said any jobs must be within commuting distance of Hull."

"I didn't want to work away from home – I had two children here, Helen who was seven and Lizzy who was four."

But Clare was encouraged to look at the London market by a "very clever" consultant.

"She said 'I've got the job for you' – and what she read out was like my CV," said Clare.

"I said 'Fantastic – wonderful – where is it?'"

"It was London – not daily commuting distance of Hull."



BACK AGAIN: Clare Crowther has returned to East Yorkshire after 12 years working away

PICTURE: Lizzy Crowther

"But she said 'What about getting interview practice, and boosting your confidence?'"

Clare went to the interview and was offered the job the next day.

She said no – then her recruitment consultant started to work on her again. "She was clever," smiled Clare.

"She knew I had been made redundant a couple of months earlier and asked me how my redundancy money was."

"It was a 12-week contract and I thought it would set us up nicely for Christmas."

So Clare started work at Mercury Communications in Brentford – and that temporary move turned into a 12-year stint away from home.

She spent two years at management consultants Coopers and Lybrand (now Pricewaterhouse Coopers), an experience she said was "wonderful" but difficult to blend with family life.

She said: "It would have been even more fantastic for someone who had no children or was single."

"It was seven days a week, being away from home five days a week,

“I want to stay home and be part of the Hull community”

and you lived and breathed Coopers. It was difficult to balance.”

So Clare returned to freelancing, which she's been doing since.

"Freelancing gives you the chance to do the contracts you really want to do," she said.

"It also meant that when the kids were younger I could take summer off and I can now spend more time with my husband, who has taken early retirement."

Clare says she soon started to build networks of contacts to help her win more freelance work.

One of her jobs saw her acting as project co-ordinator when Siemens Metering Services moved a plant from Oldham to Greece.

"I asked them what their vision was, and what that meant in terms of major milestones," she said.

"It was not just about moving a factory, but about working with suppliers, and ensuring Siemens' name did not get tarnished."

Clare also worked with Abbey, formerly the Abbey National Building Society.

There she introduced training procedures to help the firm move from being mortgage-focused to being focused on the particular needs of individual consumers.

Clare says one thing she insists on in her clients is passion for their job. She said: "They have got to be passionate about the outcome and want to make their goal happen."

a.houghton@hdmp.co.uk

Links

Clare Crowther

www.yournewhorizon.co.uk

Business Link Humber

www.blhumber.co.uk

WORK, REST & PLAY

ME AND MY FAMILY

Clare, her husband, John, and her two daughters Helen, 19, and Lizzy, 17, are all Hull-born and bred. The family is now based in Elloughton.

MY JOB

Self-employed consultant in executive coaching, "goal-directed milestones" and project management.

HOW I GOT HERE

Clare studied at the University of Hull before joining BAE Systems at Brough. She worked there for 10 years until the computing and Telecommunications department where she worked was withdrawn from Brough in 1993.

She went freelance at Mercury Communications in London before joining Coopers and Lybrand. Two year later, she went back to freelancing.

Clare has worked with companies such as Abbey, East Midlands Electricity and Siemens Metering Services.

Since March this year she has worked with Business Link Humber on its leadership and management programme.

MY FIRST JOB

"My first job was washing equipment in a college chemistry laboratory. That's probably why I love my dishwasher so much."

MY DREAM JOB

"Having lived out of a suitcase Monday to Friday for much of the past 12 years, travelling across most of England and some of mainland Europe, my dream job would allow me to apply my skills in the Hull area and go home at the end of the day."

"I would ideally be combining executive coaching with designing and running workshops, as well as overseeing one or two large projects."

MY ROLE MODEL

"I admire Richard Branson and what he has achieved."

His autobiography makes inspiring reading.

"I'm not sure he can be my role model

because I am a 'safe pair of hands', not a risk-taker."



ADMIRATION: Richard Branson

MY TIME

"Skiing is now an annual event that I look forward to tremendously."

"On a more regular basis, I attend combat and dance classes as well as occasionally sailing, badminton and squash."

AWAY FROM IT ALL

"I love sunshine and activity holidays abroad. In the UK, the Lake District is hard to beat for spectacular scenery in a relatively small area."

THE FUTURE

"I would like use my skills to become an integral part of the Hull business community."

"I would like to bring my experience and expertise gained working across the UK and in parts of continental Europe to blue chip companies and small medium enterprise clients, in the area that gave me a start in my career."

WORDS OF WISDOM

"You don't ever make a bad decision. "When you make a decision it is made with the knowledge that you have at that time – and how many of us, armed with that, would then deliberately make a bad decision? I suggest none. You're always making the best decision you can at that time – so, just do it."