

Interim Commercial Director (Accelerating Growth Data Management)

Ability to integrate into the client company

“[Icebreaker Executive] was engaged to help us plan away from our current business model, create diversity in our client base and break our reliance on one key client. [They] quickly became part of our management team and are now a valuable part of our commercial capability.

Impact on the business / bottom line

We now have a plan that [they] helped us develop that we can have confidence in and that we are now working to realise. The unique thing about [Icebreaker] is that [they] did not just produce the plan, they are helping us implement and monitor it. We expect to treble our turnover within the next 2 years as a direct result of the engagement.

Overall contribution / achievement of objectives

We could not have realised our objectives in anything like the same timescale without [them].

Working style

[Icebreaker Executive] had to bring onboard a number of quite difficult individuals to make this work, and I was pleased with the progress that some individuals have made towards a more collaborative mindset as the result of being informally coached throughout the project by the [Icebreaker Executive].

Leadership / people management skills

I was impressed by the quietly persuasive techniques the [Icebreaker Executive] employed throughout the project; it never felt to anyone that we were being dictated to, and [they] helped bring the best out of our resources.

Any other comments about the interim manager

I would not hesitate to recommend the [Icebreaker Executive] to others.”

Interim Commercial Director (Fast Growth Data Management) d2s