

Stirling Austin - Career Highlights

Stirling has managed, bought, sold, acquired, merged, divested, restructured and businesses in the UK, France, and Europe, started and developed four companies and two business units from scratch and completed a number of successful assignments as an Interim Manager. Bilingual French/English, one of his key skills is cross-border business development.

- Founded, developed and sold Interim Management and Executive Search firm based in Paris specialising in providing Senior Executives for UK/US companies with subsidiaries in France.
- Created, developed and ran the French subsidiary of a UK Plc in computer supplies distribution. Grew organically to 18€M with 60 staff, then scoped, acquired, and consolidated two competitors into the business, transforming the company's market position into a highly profitable leader with a turnover of €M76 and 120 staff.
- Consolidated international sourcing and purchasing on behalf of 6 European subsidiaries, generating £550k incremental profit and savings.
- Developed a distributor network across the UK, Europe, and Scandinavia for a computer maintenance products manufacturer, from £300k to £3M, market leader position.
- Founded and developed a niche recruitment business specialising in Multilingual Executives, Managers, and Directors.
- Founded and developed a professional function band business performing at corporate and private events
- Business Development Associate in French Asset-Based Finance brokerage, working cross-border with private equity professional advisory firms prior to bids, MBO's, acquisitions, investments, and carve-outs to prepare, financing options
- Interim Management Projects:
 - Scoping Online Picture Library project for a major media group
 - Interim Sales Director for online trading exchange for IT products and services
 - Interim MD for a Distributor of Technical Development & Business Software Tools