



November 2009

For immediate release

Export Support Partnership formed.

A new business has been launched by three senior ex-employees of construction equipment giant JCB.

Export Support Partnership, which has offices located in Stafford, was started by Roger Bentley, Ray Spooner and Andy Collins in October this year following research into the opportunity of providing services to small and medium sized manufacturing companies wanting to develop their export business.

The three decided to pool their skills, expertise and knowledge to offer a niche service helping companies with market planning and dealer development activities ranging from research, agent appointment and training to logistics, marketing and operational support.

Each of the three has considerable experience having lived and worked in various export territories during their successful careers.

Roger Bentley, a former JCB Sales Director, latterly managing the important Defence sector, has more than 25 years of international sales experience. He has lived in Australia, Singapore, Oman, Cyprus, United States, China and Saudi Arabia developing these markets for JCB and International Harvester.

Ray Spooner spent 10 years living and working in Latin America, India, the Middle East and Eastern Europe for JCB, following a successful career in product management where Ray oversaw the development of regional machine variations for key export territories. His position included extensive overseas travel training dealers on a range of JCB products.

Andy Collins was most recently International Aftermarket Sales Manager travelling extensively to develop parts sales in overseas territories for JCB. This followed 8 years as the Worldwide Sales Training Manager for JCB – working with employees and overseas dealers to develop sales and customer facing skills. His early career was in sales management for ICI and Dalgety Plc.

With already some success and interest from several companies it seems there is a clear need for this type of support service.

For more information please view the website at www.exportsupportpartnership.co.uk or contact the team on 01785 225875

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