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# GRAEME QUAR

Non-Executive Director | Business Growth Specialist

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## *Helping companies grow from good to great*

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A seasoned, dynamic Non-Executive wishing to share commercial experience and talent for guiding exponential growth. Hands on, energetic and methodical, this strategist with an eye for detail can see previously unnoticed gaps ripe for commercial exploitation. Called upon by a University responsible for preparing business leaders of the future to act as an expert and sounding board, the on-the-ground representation of an aspirational business figure. Driven by the will to share talent and experience to elevate business communities, Graeme now seeks to enable businesses to scale-up, as a catalyst to grow from good to great. Recently celebrated 40 years as a solicitor.

**Strategy • Scale- Up • Governance • Financial Oversight**

## **Professional History**

### **Career Highlights**

- **Created a business arm of the YOU Trust Charity - which now feeds significant funds to the charity.** Identified an opportunity to exploit and commercialise charity resources, establishing itself as a leading supplier of vital professional training
- **Founded a boutique law firm specializing in providing legal advice and solutions to business owners.** Scaled up the business and after 22 years of independent trading sold the firm to a substantial South Coast solicitors' practice.
- **Founded third startup "Grazing with Gazelles",** advising and mentoring mid-market businesses on growth and scale up.

## **Non-Executive and Governance Experience**

### **Executive Director, Hoare Construction Group Limited 2023-present**

*Board level leadership for the development and expansion of the various business activities in the group including waste transfer, recycling, aggregates.*

### **Executive Director, Hoeford Research Limited , 2021-present**

*Executive leadership following spin out. Developing strategy and the business growth plan.*

### **Non-Executive Director, Pplus Skin Care Limited 2019-2023**

*Supporting the board on research and development of a medical device including governance, commercialisation, intellectual property and equity investment.*

### **Non-Executive Director, Wickham Laboratories Limited ,2020 -2021**

*Advised the shareholders on a substantial third party investment and managed the transaction through to completion.*

### **Advisory Board Member, Faculty of Law and Portsmouth Business School, 2018-Present**

*Champion of degree apprenticeships on Board of professionals providing strategic guidance.*

### **Chairman, YOU Trust, 2015 -2019**

*Setting strategy and providing sound and focused governance to ensure that objectives are met. Evaluating and reviewing policy, initiating and chairing debate.*

### **Board and Finance Member, The YOU Trust, 2010 - 2021**

*Contributing to the setting of strategy, evaluating and reviewing policy and providing sound governance of the Charity.*

### **Founder Director, Grazing With Gazelles Limited, 2018 to present**

*Advising and mentoring business owners on strategies and policy implementation for growth from good to great*

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<b>Business Scale-Up Advisor</b> , Grazing with Gazelles	2018-Present
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*Advising businesses on growth and scale-up.*

<b>Entrepreneur in Residence</b> , University of Portsmouth	2018-Present
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*Providing real-world business expertise to students, to better prepare them for the application of their academic training.*

<b>Head of Commercial Law</b> , Biscoes Solicitors	2016-2022
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*Leading the development of the commercial law team and winning business, following the acquisition of Graeme Quar & Co. Now non-practising.*

<b>Founder</b> , Graeme Quar & Co Solicitors	1994-2016
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*Gazelle-status boutique law firm providing legal advice and solutions to business owners.*

<b>Managing Director</b> , My Learning Cloud	2012-2015
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*MLC designs and sells specialist learning software to the care sector. Spearheaded strategic shift to development of learning products, significantly enhancing revenue.*

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## Earlier Career Summary

<b>Partner, Head of Commercial Law</b> , Brutton & Co	1988-1994
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<b>Corporate Law Solicitor</b> , Brutton & Co	1986-1988
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<b>Commercial Property Solicitor</b> , Gore Wood & Co	1985-1986
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<b>Property Solicitor</b> , Sherwin Son & Raper	1982-1985
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## Education

**Bachelor of Law LLB (Hons)**, University of Southampton

**Solicitor of the Supreme Court**, England and Wales

**Non-Executive Director Master Diploma**, Financial Times

**The Leadership Challenge**, Growth Institute

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