



**Amberley**  
Management Selection

## PLANNING TO SELL A BUSINESS, OR KNOW SOMEONE WHO IS?



**Have previous attempts  
failed to uncover the  
right person?**

**Our unique approach maintains confidentiality.**

Using traditional management recruitment tactics, we search and select those individuals with the **combination of skills**, the desired **cultural fit** along with the potential to either Buy, Buy-In, or Earn-Out.

We take on board individual wishes of each client, be that for continuity of employment of existing staff, or post sale rental income from freehold property.

Having a long established history in Executive Search, our unique twist helps to identify those in Senior Management, who may not previously have been considering business ownership or actively searching for prospective businesses.

**Telephone: 07860 714484**

**[www.AmberleyManagement.co.uk](http://www.AmberleyManagement.co.uk)**



## ACTUAL BUSINESS SALES CONDUCTED WITH AMBERLEY

Examples of business sales  
completed using our  
effective approach

Business Description	Sales Turnover £,000	Net B. Tax £,000	Sale Price £,000	Employees/ Directors	Property
<b>Case Study One:</b> <b>Bespoke Joinery</b> SW based, national order book, high volume of repeat business.	3250	225	925	21	Leased
<b>Case Study Two:</b> <b>Property Preservation</b> Niche market, est. 15 years, looking to retire, Somerset/ Dorset.	165	39	85	4	Leased
<b>Case Study Three:</b> <b>Metal Fabrication</b> Identified skills gap stunting business growth. Business Sale value agreed subject to hitting objectives in joint effort.	1250	155	550	9	Leased

For a no obligation meeting with Derek,  
to discuss ways Amberley can help  
you or your contacts

please call 07860 714484

# CASE STUDY

## At Amberley we use our knowledge and experience to successfully sell businesses in a slightly different way...

A Bespoke Joinery business had previously been offered for sale through a traditional Business Agency. They had marketed the business, however over a number of months had not made any successful introductions which could be progressed.

Amberley was asked to find a prospective buyer. Adopting our more traditional 'Search' assignment approach, we sought Senior Management professionals with the relevant skill set, with the drive and resources to invest and run a business. We uncovered those looking for a different career direction, though not actively looking for the challenge of a business acquisition.

With 47 expressions of interest, once investigated and sifted, we presented seven serious contenders who were able to make an offer. The business sold at £925,000 on a 12 month 'Earn-Out' basis, a multiplier of four times post Earnings Before Interest Tax Depreciation Amortisation (EBITDA).

The sale was completed confidentially. Once all due diligence was completed and the correct person in place, with a target date to complete the acquisition, staff were then informed.

The business's competitors and suppliers were unaware of the situation, as 'business as usual' continued due to the confidentiality of Amberley's unique service.

"My first meeting with Derek quickly led me to move my Business Sale brief into the hands of Amberley Management on the basis of the **track record** and confidence we had in Derek to produce a successful outcome.

His **attention to detail**, his depth of experience in searching and finding the right person seeking an investment and business acquisition, who was **ideally suited** to our business, proved we made the right decision.

Derek provided a good selection of interested parties, helping us achieve our target selling price."



Colin  
MANAGING DIRECTOR  
Bespoke Joinery Company



## Why use Derek Smart at Amberley Management?

I have successfully matched businesses and people together for nearly 30 years. As a business owner, I understand how critically important it is to make timely business decisions, ultimately achieving the 'right fit'.

I specialise in helping business owners find potential buyers through a candidate/buyer selection process. I find a principle concern is to identify those who uphold your ethos and the drive to continue to develop the company. Confidentiality is of course of upmost importance.

**For those looking to the future, to exit, retire or sell their business, Amberley is here to help.** My expertise is diverse, the search skills developed since 1996, being tried, tested and refined.

Once in receipt of a full brief of the desired requirements, I personally search the market place to target those most compatible to the particular business.

**To find out more please give me a call or send an email**

**Telephone: Derek on 07860 714484**

**Email: [derek@amberleymanagement.co.uk](mailto:derek@amberleymanagement.co.uk)**

Successfully matching businesses and people, for nearly 30 years  
Helping people sell or buy a business

Taunton, Somerset

**[www.AmberleyManagement.co.uk](http://www.AmberleyManagement.co.uk)**

# Derek Smart: Curriculum Vitae

## **1996 to Present: Amberley Management Selection**

A business owned and managed by the MD, Derek Smart.

Following a wide range of experience across retail - logistics - marketing and business start-ups.

Matching businesses and people to senior management roles and business acquisitions.

A unique search and match for appointments and for buyers of SME business.

Previous to this, Derek has experienced a broad-based career across the following industries and organisations:

## **1991 to 1996**

Gulf Oil, as Retail Operation Advisor

## **1982 to 1991**

Cadbury-Trebor, Director Sales/Logistics

## **1974 to 1982**

Exxon/Mobil, Retail Development Manager

## **1968 to 1974**

Associated British Foods, Retail Food/Logistics Manager

## **Volunteer Experience:**

### **2012 to present**

Chair of Governors - Primary Education

### **2012 to present**

The BFeF Educational Trust

Financial Support - Six secondary schools in the Taunton area

### **2003 to 2014**

Business Start-Up Mentor - Princes Trust

