



# John Taylor

Founder & CEO

I specialise in helping organisations grow faster, smarter, and more profitably. For 30 years, I've worked across the GCC and wider MENA region, building commercial strategies, opening markets, securing investment, and driving revenue for multinationals, mid-caps, and high potential start-ups.

My career has been defined by one consistent aim: turning commercial opportunity into measurable results. I've doubled revenues, opened offices, built award-winning business development functions, raised multi-million dollar investment, and brokered deals ranging from \$5m to \$100m.

I've led teams that outperformed year after year, and I've helped clients sharpen their strategy, strengthen their pipelines, and win work that truly moves the needle.

I bring a commercially disciplined approach to business development with:

- Clear strategy that aligns leadership, teams and markets
- Focused targeting that prioritises the right clients, sectors and opportunities
- Consistent execution through strong processes, coaching and accountability
- High value introductions across my GCC network
- Deal origination and capital raising that accelerates growth

## Sectors

Education  
Energy  
Financial services  
FMCG  
Healthcare  
Hospitality  
Professional services  
Real estate  
Renewables  
TMT

## Regions

Bahrain  
Egypt  
Jordan  
Kuwait  
Oman  
Qatar  
Saudi Arabia  
Turkey  
UAE  
UK  
Yemen

## Professional achievements

- Doubled revenue in five years, with a 40% increase in profitability, and launched two new international offices
- Helped to develop and deliver an award-winning business development program for over 500 staff
- Shortlisted for several leading legal industry awards, across key practice groups culminating in *Arbitration and Litigation Team of Year* award at the Legal Business Awards 2018, then the Oath and Legal 500 Middle East
- Won *Team of the Year* and *Best New Client Win* award for work on a flagship account taking sales from £5m to £25m and subsequently led the team that achieved *Best Client Breakthrough*
- Identified and generated >\$5m of serious investment interest in a state-of-the-art multimedia TV platform launching in the Middle East
- Brokered real estate deals from \$5m to \$100m across commercial, residential, and hospitality on behalf of institutional and private investors across UK and Europe

## Reviews

*“John has a knack of identifying issues and getting on top of them quickly and effectively.”*

*“His clear, transparent, no-nonsense communication style meant we felt in safe hands right from the outset.”*

*“Having spent time working in our industry, John spoke our language and was able to use his experience to impart practical, workable solutions that delivered outstanding results.”*



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