



John Hutchings

Communication and relationship building are the key to success.

John is an experienced mentor and international business consultant having worked over many years in a variety of industries, blue chip global corporation, and public sector.

Career

John spent his first 20 years living in Rio de Janeiro, Brazil, attending the International School and graduating with a 1st Honours degree in Modern Languages from Rio de Janeiro university, principally Russian.

John's career has been very varied, firstly joining the British Diplomatic Service at the age of 20 and enjoying postings to Moscow, Ulan Bator and Rio de Janeiro after which he left the service to develop an understanding of the business world. After four years of worldwide travel, John set up a wine import and wholesale business in England, importing from many regions and countries, and studying oenology through the UK Wine and Spirit Education Trust.

A period of six years living in Portugal followed the sale of his wine business, during which John worked with many Portuguese companies to develop and build relationships within international markets. In his spare time John studied Environment and 3rd World Development at the Open University, graduating with a 1st Honours degree in 1996.

More recently, John spent 12 years as a senior Client Relationship Executive within IBM, developing and maintaining relationships at senior executive and board level with IBM's largest global customers and building a European "above country" team to manage such clients and working closely with teams in other global regions.

John's style

John believes that hard work and success can be fun, passing on his knowledge of many cultures, international relations and experiences in a manner for his clients to enjoy and absorb without stress.