

BIOGRAPHY – TERRY BARGE



Terry Barge began his career with Lloyds Bank in 1965, prior to joining the Bank of Scotland's finance house subsidiary, North West Securities as a representative in 1973 where he held a number of sales and sales management roles. He moved to join Highland Leasing, a specialist agricultural finance house and part of the Barclays Bank group in 1978. Whilst with Highland, he held numerous sales, marketing and business development roles. Key positions included Southern Regional Manager, a Business Development liaison role between Barclays Bank and Highland and as General Manager of Massey-Ferguson Leasing – a joint venture between Highland and Massey-Ferguson.

In 1987, he joined Management Development and Training consultancy, Rhema Consultants who specialised in Performance Management Skills and processes, primarily with major City financial institutions. Among their key clients were Hambros Bank, Hill Samuel, Kleinwort Benson and Morgan Stanley. Also included in their client list were non-banking clients such as Smith Kline Beecham and the Oxford University Press.

Between 1990 and 1996, he worked for Blessing/White, a US-based professional career and development consultancy as a Client Consultant. Among his clients were major organisations such as the Storehouse Group, Zurich Financial Services, BP Amoco, GlaxoSmith Kline, Mars, Courtaulds, Motorola, Eli Lilly and American Express.

Since 1996, he has worked as an independent consultant working with Blessing/White, Siebel Global Services (now a division of Oracle), Research Partners Limited and Silent Edge Limited.

Through his consulting practice, Professional Development Systems, he provides customised sales consulting services as well as delivering a wide range of strategic sales and professional development programmes globally.

He has worked in over 40 countries on five continents across a wide range of market sectors and with international clients as diverse as Schlumberger, Cisco Systems, Federal Express, Fujitsu-Siemens, Reuters, Nortel, Microsoft, Hewlett Packard, BT, Sun Microsystems, Cable and Wireless, Dell, Vodafone, KPMG and Skandia