



PATRICK FITZGERALD

Business Coach

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► PATRICK'S CREDENTIALS:

Patrick has firsthand experience in building a business from scratch into a successful, growing business. He was one of the founding team members of MiX Telematics, a vehicle tracking and recovery company, which raised seed funding of R16m in capital from 3 JSE listed entities: Radiospor, Control Instruments and Plessey. After 3 years the business had grown to revenue of R8m, 6 000 subscribers, and turned from cash burn to profitability.

Upon leaving MiX, Paddy was part of the leadership team at PSU International, holding the dual roles of Financial Director and Project Manager. PSU was a Financial Services and ERP consulting business with RMB and Kagiso as private equity investors. In his PM role he held and lead the successful implementations of ERP systems for the Botswana Local Authorities and a Zambian Pension fund. The Botswana Local Authority Implementation was the largest in Africa.

8 years later he rejoined MiX Telematics as their Financial Director, by which time the business had grown to revenue of R280m. Paddy helped steer the business to R680m revenue, grow the subscriber base from 80 000 to 420 000 and was instrumental in helping to list the business on the New York Stock Exchange.

► ABOUT PATRICK

Patrick is a leader with a disciplined and competitive nature. He is passionate about growing businesses by facilitating the learning and development of individuals and management teams.

In an increasingly complex business environment, he believes that simplicity and consistency are critical to success, and that people, processes and systems lay the foundations of any organization's growth.

He enjoys working with private equity companies, but his financial experience and coaching skills can be applied to any business or industry. Coaching is a passion that extends far back into his career, and he is eager to work with companies that require clarity and alignment across their people, processes and strategy.

► HOW PATRICK CAN HELP YOUR BUSINESS:

Patrick offers a structured approach to coaching with a strong focus on leveraging people, processes, and systems to facilitate enduring company growth.

He asks insightful questions that challenge leaders and their teams to critically examine their thinking, driving clarity and robustness of thought.

His practical experience spans both small start-ups and large listed companies as well as successful and unsuccessful businesses. This experience is invaluable in recognizing the challenges faced by growing companies.

He will apply his keen, experienced eye and incisive mind to ask questions that challenge you and your leadership team. Doing this, he will help you build a strong and defensible position for your business that drives sustainable, profitable growth.

WE HELP GROW YOUR BUSINESS, PEOPLE AND PROFITS.

About Us

Since 2009, GROW has been working with ambitious business owners, leaders, and their teams to build and scale businesses.

GROW's Business Coaching is designed to help business owners let go of the reins and harness the full potential of the people they lead; ensure business strategies are successfully executed through the provision of ongoing support and tech-enabled learning; and to build healthy, high-performing teams who play to their strengths and remain collectively accountable for achieving the goals and ambitions of the business.