

“EXCITING CHANGE” FOR HERTFORDSHIRE-BASED SPARKS

National Health and Safety franchise PES has expanded into Hertfordshire with the appointment of a new franchisee, Ian Sparks. The former building services engineer saw the opportunity at PES as a chance to run his own business in the health and safety industry.

With consultants based across the country, PES has been working towards becoming the UK's first health and safety consultancy to offer a truly national service. Its client base covers a range of sectors including care work, construction, entertainment, food, and educational establishments.

Ian has already been busy meeting potential clients, arranged for him by PES. “They were wonderful in setting me up,” explains Ian. “It is fantastic to be part of a team while remaining self-employed but it's a two way street. PES gave me the opportunities, but it was up to me to turn those opportunities into real business.”

Ian explained: “I was confident that I had all the necessary experience and knowledge to work independently and going with PES provided the ideal opportunity to run my own business with the support and expertise of a national franchisee network.”

This network provided Ian with the initial marketing support – sending out a mailshot and backing that up with telesales – to get him up and running. Head of the PES franchise, Olivia van der Werff said: “We provide Ian with all he needs to build his business fast - including meetings with prospective clients, support from the other franchisees and sales training.”

Ian started his career as an electricity engineer for BT, before becoming a building services engineer. However, it wasn't until he supervised a borehole drilling project that Ian found his real strengths lay in environmental health and safety management.

Working as a PES franchisee has however created opportunities for Ian in sectors he would not have otherwise branched into alone. “I worked on a fire marshalling training course for a TV studio recently. Working in the entertainment business was totally new to me, but I felt I could apply my existing knowledge to work with the

studios and organised an open course that would stimulate discussion and get people really engaged.”

As PES is an accredited IOSH centre, Ian is also looking into running intensive two day courses for levels 1 & 2. “I feel I always want to do more. The rewarding aspect of being a health and safety practitioner is looking at what people really need and giving them the right level of support”.

Ian Sparks can be contacted at PES on 0845 450 9110 or isparks@pesconsulting.co.uk

Ends

Issued by Trimedia on behalf of PES

For further information please contact Davinia Livock at Trimedia on 0117 929 2311 or davinia.livock@trimediauk.com

Notes to Editors

Experienced PES franchisees use their expertise to help provide cost-effective solutions for businesses, offering a range of services in tax, human resource, employment law, reward, and business performance. PES works for clients in a range of sectors, including retail, manufacturing, legal, and media. Among its packages include electronic childcare vouchers, staff surveys, HR retainer, healthcare benefits, and flexible benefits.