



**Client – CST Industries, Derbyshire, East Midlands**



CST Industries is the world's largest storage tank manufacturer; they are a global player operating in over 32 countries around the world. The company produces high specification storage tanks in any size and in a wide range of materials to meet the needs of every industrial sector.

### **Objectives**

The company wanted to "develop a management team able to deliver the leadership we need over the next 10 years".

### **Outcomes**

- Designed a series of bespoke management courses to create an integrated management team.
- Introducing new processes and standards throughout the management team, to take ownership of their departments and improve inter-departmental working.
- Established departmental drivers across all key operational functions, enabling the company's departments to grow and develop in-line with global challenges.
- Supported improvement in turnover, margins, quality and developed new capabilities in supporting growth.

*"Richard Gourlay has been an invaluable resource in developing our management team to run and develop CST Industries."* Ian Dixon, CST Industries

We have also developed and delivered a wide range of follow-on courses including:-

- Developing key performance indicators (KPI's) and ownership skills
- Mentoring programmes for senior management through change programmes
- Sales and marketing training courses and materials for sales people within their service department.
- Communication courses and we have also been involved throughout in the rollout of change and development across departments.

*"Focusing on business and individual need is what sets us apart in our consultancy and training: Our results focused programmes have helped CST Industries develop as the global market leader in storage tank manufacturing."* Richard Gourlay, Cowden Consulting.