

kentpreneurs

STARTING A BUSINESS FROM THE GROUND UP CAN BE AT TIMES LONELY, STRESSFUL AND ALL-CONSUMING, ESPECIALLY IN THESE CHALLENGING TIMES, SO IT IS ALWAYS REFRESHING TO ENCOUNTER SOME GOOD OL' FASHIONED ENTREPRENEURIAL SPIRIT IN OUR HOME COUNTY. BUT WHAT DEFINES AN ENTREPRENEUR? UPON READING UP ON THE TERM, THE WORDS LEADER, INNOVATOR, AND RISK-TAKER SEEMED TO REOCCUR INCESSANTLY BUT ABOVE ALL, SYSTEM-THINKER; ALL TRAITS EACH OF THESE KENTISH ENTREPRENEURS HAVE IN ABUNDANCE.

James Harwood

MD, *Jakuta Ltd & StudentTenant.com*

JAKUTA LTD OPERATES AN ONLINE PLATFORM FOR STUDENT ACCOMMODATION CALLED STUDENTTENANT.COM. THE TEAM WORK WITH UNIVERSITIES, LANDLORDS, INVESTORS, LETTING AGENTS, STUDENTS, AND ANY OTHER BUSINESS WHICH HAS A STAKE IN THE UK STUDENT ACCOMMODATION MARKET TO PROVIDE A WIDE RANGE OF TECHNICAL AND MARKETING SERVICES.

The idea

It was whilst working as a newly qualified teacher in the summer of 2010 that James conceived the initial idea for Jakuta Ltd and StudentTenant.com. The idea was that Jakuta

would provide an innovative powerhouse and unlike other software providers, it would work directly with universities and other stakeholders in the student lettings market to ensure that the technology and systems in place

always achieved the required results. By developing innovative and structured methods, the aim was to centralise and streamline the local student lettings market.

Jakuta would also operate StudentTenant.com – a platform whereby students can leave feedback on their landlords, agents, properties and the local area in which they live.

Bio

After graduating from university, James worked in sales and education before creating and developing Jakuta Ltd and successfully taking it through two rounds of business angel investment. The first, a local property developer that agreed to become an early-stage investor and shareholder in 2010, and the latter, a secondary injection of capital for the company, enabling the business to scale and grow further.

In the past 12 months Jakuta has grown to incorporate eight full time employees. It has obtained contracts with two universities to act as their official private sector housing partner and provide them with an online platform for their

students. The business works with over 1000 landlords nationwide to assist them in finding suitable student tenants for their properties, as well as numerous private hall providers and large PLCs to promote their services to the thousands of students who use StudentTenant.com.

Company Culture

James finds that giving his employees a lot of responsibility from the moment they start working with him, as well as a say in the direction of the company and key decisions, means that the business is able to offer a much more exciting and developed role than those offered by more corporate establishments. A large amount of the team are also recent graduates, which means they have a great understanding of one of the business' core markets (students) and they are very keen to prove themselves professionally.

Accolades

In 2013, James was shortlisted for Entrepreneur of the Year at the Kent Invicta Chamber Business Awards.

www.jakuta.co.uk

Gary Mayatt

MD, *Enevis Ltd*

ENEVIS AS PART OF THE ENEGROUP IS A VALUE-DRIVEN RENEWABLES, CONSTRUCTION AND MANUFACTURING COMPANY FOCUSING ON LOW CARBON TECHNOLOGY. IT IS COMMITTED TO SUPPLYING THE CONSTRUCTION INDUSTRY WITH INNOVATIVE SOLUTIONS WHILST MAINTAINING THE HIGHEST LEVEL OF QUALITY, SERVICE AND PRODUCT OUTPUT.

The idea

With experience in the electrical trade, an ambitious Gary wanted to set up his own company in Kent and effectively make his mark in the world of business. With a strong belief that success breeds success, he embarked on his own venture in 2001 and established G5, a specialist mechanical and electrical contracting group.

In 2006, Carbon Energy Solutions was born, specialising in renewable energy. The businesses ran alongside one another until they merged in 2010 and Enevis was formed. In the years Enevis has been running, it has seen staff grow to over 80 people and turnover to over £15million.



Bio

Gary's first job after leaving school was at the local Post Office in Dartford, and despite doing well in this position, he went on to become an electrical mate in a bid to learn the trade and eventually set up his own business.

Since the set up of G5 in 2001, to the merge into Enevis in 2010, the business has gone from strength to strength; so much so that it has recently expanded its portfolio with the acquisition of an industry-leading Scottish off-site construction company, Powerwall.

Together, the group of companies known as the EneGroup are recognised as experts in the fields of mechanical and electrical engineering, renewable energy and volumetric construction. The EneGroup will see a group turnover in excess of £35 million in the coming year.

Company Culture

With a great team behind him, Gary has found key members of staff that understand where the business is going, who are supportive, hardworking and committed ? in turn driving the growth of the business. He believes people buy from people not companies, so it is about investing in the right people and the teams' ability and speed in which they react to form business decisions alongside himself.

Gary also operates with an honest open-door policy, whether it's for staff or a client. The business holds regular talk back sessions to keep staff abreast of business goings-on and there is always a Q&A session afterwards, during which staff are encouraged to speak. It's the same with clients; business relationships are based on mutual trust and respect.

Accolades

Enevis won the Dartford Business of the Year Award at the Dartford & Gravesham Business Awards 2012. Gary was recently crowned Entrepreneur of the Year at the 2013 KEIBA Awards.

www.enevis.co.uk

Luke Quilter

MD, *Sleeping Giant Media Ltd*

THE ONLY AGENCY OF ITS KIND IN KENT, SLEEPING GIANT MEDIA IS A SPECIALIST SEARCH MARKETING AGENCY, FOCUSING SOLELY ON DELIVERING INTEGRATED SEARCH MARKETING STRATEGIES ACROSS A VARIETY OF SECTORS AND MARKETS.



The idea

Sleeping Giant Media Ltd (SGM) was founded in 2008 after Luke identified a gap in the PPC (Pay Per Click) agency market. Having witnessed first-hand experience of agencies that over-promise, yet under-deliver, the business was created with the objective to provide clients with a superior level of PPC management and customer service. By developing such cutting-edge strategies and successfully integrating all search channels, SGM drive overall business performance forward, increasing return on investment by delivering

tangible results. Their core channels are PPC advertising, SEO (Search Engine Optimisation) and social advertising.

Bio

Luke started his first business at 18, whilst studying marketing at university. After, he went on to manage the online marketing team at Holiday Extras, later becoming the brand manager for their Airparks brand.

In 2008, Luke took the leap to start his second business: Sleeping Giant Media. Run on a part-time basis from his living room, he continued full-time work, whilst also studying for his master's. In 2009 Luke left his employment and took on the business full-time.

In less than four years, SGM has grown from two people working part-time to a staff of nearly 20, with plans to recruit further team members this year.

Company Culture



Luke recognises there are key factors to setting up a successful business, namely creating a great work culture for the team and ensuring they continually surpass the expectations of their clients. However, he explains the underlying reason for success at SGM is the dedication and promise to never give up. 'Invincible determination' he explains; a mindset that they practice in the business, that no matter how hard things get, and no matter how many people tell you that you can't do something, you won't let it get to you.

Accolades

Sleeping Giant Media was a finalist for the Best Start Up Business at the Kent Invicta Chamber Business Awards 2010. Luke won the accolade of KEIBA Young Entrepreneur 2011 and was appointed to the board of trustees for the Kent Foundation.

In 2012, Luke was honoured with carrying the Olympic torch through his hometown of Hythe.

Luke was shortlisted for Entrepreneur of the Year at the 2013 Kent Invicta Chamber Business Awards and SGM were shortlisted for a further two awards, receiving special mention from the chief executive of the Chamber. The business was also shortlisted in three categories at the recent 2013 KEIBA awards.

www.sleepinggiantmedia.co.uk

AUTUMN SALE NOW ON

up to **50% OFF** our stock clearance items
plus up to **30% OFF** special orders

any height - any width - any depth - any colour

Knole House furnishers

14-18 London Road,
Sevenoaks, Kent TN13 1AJ
01732 458150

Full range of furniture online www.knoleshousefurnishings.co.uk

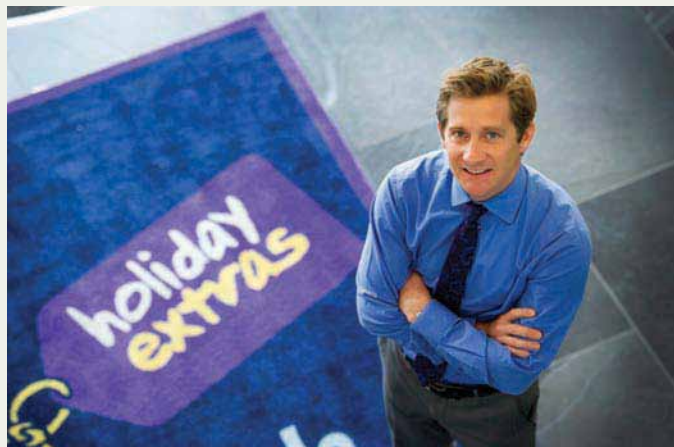
ROMNEY MARSH WOOLS

MADE FROM 100% BRITISH WOOL

BABY & NURSERY RANGE
SOAPS, H&B LOTION & SHAMPOO
HANDPICKED GIFT BASKETS & HAMPERS
THROWS & CUSHIONS
SCARVES
WELL BEING RANGE

ROMNEY MARSH WOOLS
Rushfield, Giggers' Green Road, Aldington, Kent TN25 7BT
01233 721800 • info@romneymarshwools.co.uk • www.romneymarshwools.co.uk

Matthew Pack
CEO, Holiday Extras



HOLIDAY EXTRAS IS THE UK MARKET LEADER FOR HASSLE-FREE TRAVEL ADD-ONS WITH AIRPORT HOTELS, AIRPORT PARKING, AIRPORT LOUNGES, AIRPORTS BY RAIL AND COACH, AND HOLIDAY INSURANCE AS ITS CORE OFFERINGS. TODAY, THE COMPANY MAKES 4MILLION BOOKINGS A YEAR, WITH THIS NUMBER RISING RAPIDLY.

The idea

In 1983, entrepreneur Gerry Pack noticed that there was no easy way for leisure travellers to book a night at an airport hotel, and with no discounted rates available, there were hotel rooms languishing empty. Upon deciding that this was the right time and the right venture, Holiday Extras was born, originally Apple Booking Company.

Bio

Matthew Pack, son of founder Gerry, has worked developing software for Holiday Extras since his days at business college, going full time in 2002.

Prior to this appointment, Matthew studied at Cambridge Business College and Bournemouth University, emerging with a Diploma in Business from Oxford University and a BSc in Information Systems Management.

Matthew's background, as well as his first-hand experience of travelling the world, led him to his vision of Holiday Extras as the home of hassle-free travel with an all-encompassing focus on customer technology, moving away from a purely product-driven business. Matthew became a director of Holiday Extras in 2005 and was part of the team that led the management buyout of the company in the same year. He has been running the company as CEO since December 2009.



Company Culture

Holiday Extras maintains a relaxed, non-corporate culture in a bid to give the team the freedom to develop and grow. They are also kept informed on company performance so that they know which areas require extra focus. The business looks to recruit proactive, creative people who take responsibility for their own actions, and everybody has a share of the profits.

Matthew feels that the consequence of a shared goal is more autonomy. People are engaged and empowered? they feel free to share and create, and therefore they deliver better results. This helps with both attraction and retention.

Accolades

Holiday Extras were recently ranked number 19 in the 2013 Sunday Times Best Companies to Work for list.

www.holidayextras.co.uk

Kristina & Paul Boulden
Partners, Romney Marsh Wools

ROMNEY MARSH WOOLS SUPPLIES HIGH-QUALITY UK HANDMADE WOOLLEN PRODUCTS USING FLEECE FROM THE VERSATILE ROMNEY SHEEP THAT ARE FARMED ON THEIR FAMILY LAND. THE ROMNEY FLEECES ARE TAKEN TO TRADITIONAL WEAVERS WHO HAND-PROCESS, THEN SPIN AND WEAVE THE YARN INTO BEAUTIFUL KNEE RUGS AND THROWS.

The idea



Paul's family are farmers on the Romney Marsh, with 3,000 acres growing food for both human and animal consumption. The Romney Sheep have been in the family for at least six generations (sheep farming for over 130 years), with currently around 1,000 ewes lambing in the traditional months of March and April. As Romney Wool is considered to be one of the most versatile fleeces, encouraged by her husband, Kristina decided to look for areas of diversification within this sphere and in doing so, set up an exciting project in 2008 to have their fleeces transformed.

Their family farm spans across part of the Romney Marsh and the adjacent escarpment of Aldington and Bonnington in Kent.



Bio

Since leaving school, Kristina enjoyed 14 years in a commercial sales environment, building up the knowledge and experience that would eventually aid her in her current position. It was her entrepreneurial husband Paul who first gave her the inspiration to look at the real benefits of wool and the versatility it could offer.

Romney Marsh Wools was set up in 2008 with a range of throws made from the best British wools on the market. In 2009 the couple had their first child, followed by a second just 14 months later. It was then Kristina focus solely on pushing Romney Marsh Wools forward in 2011.

A unit was built on the premises, comprising of a display room, storage, work area and office. The business website was also launched with an online shop in January 2012.

Company Culture

In order to run a successful family business, Romney Marsh Wools has five core values:

Passion – Producing and raising awareness of the benefits of wool as it is a natural, renewable and sustainable product.

Supporting the local community – The business directly supports British farming and British manufacturing and attracts business and tourists to Romney Marsh, with the aim to employ local people as the business develops.

Ambition – The aim to excel in everything they do.

Trust – Integrity is key in everything they do.

Quality – What Romney Marsh Wools does, they do well.

Accolades

Country Living awarded Romney Marsh Wools 'Best Product' in 2011. Kristina Boulden was applauded as Entrepreneur of the Year at the 2013 Kent Invicta Chamber of Commerce Awards.

www.romneymarshwools.co