

Geoff Stephens

Independent Consultant, Coach and Mentor

Matchless Project Solutions Ltd



Geoff has extensive experience as a director and manager in the energy and utilities sector with a career that spans over 40 years. He has started up joint ventures and built multi-cultural teams, delivering results using many forms of contract including partnering and alliancing agreements.

As director of Matchless Project Solutions Geoff is operating as an independent consultant providing support to small and medium sized companies, improving their delivery of projects and extending their capabilities with a focus on developing their people through sharing knowledge and providing hands-on coaching and mentoring support.

Current clients include Saith Limited, a fast-growing engineering company providing services to the UK gas transmission and distribution sector. Working with young engineers delivering projects across 3 design offices, Geoff is providing coaching on commercial awareness, change control, making and defending claims and identifying and implementing improvements to company work processes. Company expansion is resulting in promotion opportunities for staff and he provides mentoring support for young talent in new management roles. Geoff also provides oversight of the company project portfolio for the management team, monitoring performance and leading interventions where requested to address areas of concern.

Another rather different example is ScanRho Ltd, a small UK aviation maintenance company located in East Anglia. Geoff provided support to the present owner as he took over the business in a staged buy-out, reviewing the financial situation and developing a business plan. He has helped develop a strategy to smooth out cashflow, focus the business on particular opportunities and provided operational support, including implementation of a management system.

The range of services Geoff can provide is very diverse and has included:

- Expert witness input during mediation of a contract dispute on a major brownfield EPC project in the UK
- Design oversight and delivery management of a farm biogas production project, from concept development through into construction
- Specialist input to client companies seeking to grow through mergers and acquisitions
- Delivery of a flood defence project that won implementation funding from DEFRA.

Geoff joined the Travivas network in September 2019.