

Company Bios

Gary Stevens - Managing Director

Accomplished sales and marketing professional, MBA educated. Over 30 years experience gained in technical specification sales in construction related products, predominantly within the healthcare, high end residential and hotel markets via NHS Trusts, PFI consortia, building services consulting engineers, architects, interior designers and electrical contractors. Extensive experience of selling profitably into export markets across the world and growing business in new markets. Gary's media appearances include The Telegraph, BBC national and regional news, BBC local radio.



Gary Stevens

Roger Kemp - Commercial Manager

With over 50 years' experience of working in the manufacturing sector, Roger cut his teeth working for large multinationals covering health foods, cars and telecoms. This experience was utilised working with SMEs from start-ups to company rescues and most things in between. A firm believer in the "can do" policy and the British manufacturing sector. One of the original founders of Focus Electrical Ltd and responsible for the amalgamation with Sussex Brassware and the acquisition of C H Turners and Sons Ltd to make Focus SB Ltd the company it is today. Regional TV, Roger's media appearances include BBC national and regional TV, local press.



Roger Kemp

Steve Moss - Sales and Marketing Manager

Highly experienced in sales since 2002, joining Focus SB as a product consultant in October 2010. July 2016 promotion to the senior management team in the newly created role of Sales and Marketing Manager. Creative vision combined with electrical wiring accessories expertise, Steve manages Focus SB's growing product consultancy and marketing teams, whilst overseeing luxury hospitality, residential and heritage UK projects.



Steve Moss

Duncan Ray - Head of Strategic Partnerships

Joined Focus SB in 1999. Duncan has held positions in purchasing, internal auditing, health and safety, and quality management. Progression into senior management in 2017. Duncan holds full membership of The Chartered Institute of Procurement and Supply (CIPS), via successful completion of a professional diploma with Harley Reed Ltd, London. Overseeing new product development and launch, accreditation processes, international marketing and networking, 2017 saw Duncan secure Focus SB's successful entry into major design centres and construction supply chains in China. Duncan's media appearances include CGTN America, China Media Group international news.



Duncan Ray

UK press contacts: Suzi Baker, PR & marketing consultant Balance Web Marketing / suzi@balancewebmarketing.co.uk

General information: Nikki Leach, Focus SB marketing assistant, call 01424 858060 or email press@focus-sb.co.uk.

Higher resolution images are available on request.