# 15 MINUTES WITH...

# I was told at Booker to watch who you step on on the way up, as you'll meet them on the way down



Company, a Confex wholesaler member



I've worked in wholesale since I left school. I worked as a warehouse operative at Booker in Canterbury, Kent. I stayed there until 2008, when Kentish Match came calling.

#### What does your average day involve?

There's no such thing! I go through my emails, place orders, take orders, process orders, source new products, check prices and input promotional activity. I even do the banking! There's not one thing I can't do here. You have to know everything.

# What's the best thing about working at Kentish Match?

It's a family atmosphere and everyone is really important. When sup



pliers phone up they always ask me about my boss, Graham, "How's your dad?" We're not even related, but I don't correct them!

# **How would your colleagues** describe you

Tidy. My desk is organised. Everything has to be in trays and files. They'd probably

say I try to organise them, too! I hope they'd say I'm fun we're always having a laugh - and that I'm approachable.

# What's the best piece of advice you've been given?

One of the bosses at Booker told me "watch who you step on on the way up, because you'll meet them on the way down". To be fair, he could have taken some of

his own advice.

#### Who do you most admire?

My boss, Graham. He started the business 52 years ago in his mum and dad's garage. He is very supportive, and I always want to go the extra mile for him.

Who would play you in the

My wife said Cillian Murphy as she's obsessed with Peaky Blinders, so I'll go with that.

### What do you like to get up to in your spare time?

I play golf, and I spend time with my family. I have a seven-year-old daughter and, because we live by the sea, we go on bike rides on the seafront. She's dad's 'not-so-little' girl now.

# **Who would be your four** ideal dinner party guests?

I'd start off with some sensible chat with ex-South African president Nelson Mandela. I'd move on to sport with ex-England football captain Bobby Moore and F1 driver Ayrton Senna. I'd round off with a comedy sketch from Peter Kay.

### What's your favourite place?

Home. I love seeing my wife and daughter every day.

# If you were a superhero, what would your superpower be?

Time travel. I'd like to go back in time and spend time with family who are no longer here, and rectify mistakes.

# CONTACTS

▶ 020 7689 0600 ▶ martyn.fisher@newtrade.co.uk

▶ 11 Angel Gate, City Road, London, EC1V 2SD

# **EDITOR**

Martyn Fisher 020 3871 6490 / martyn.fisher@newtrade.co.uk

# REPORTER

020 7689 3379 priyanka.jethwa@newtrade.co.uk

# CONSULTANT

Helena Drakakis 020 7689 3379 helena.drakakis@newtrade.co.uk Graham, Lynne Elliot

# **PUBLISHER**

020 7689 3378 / chris.gamm@newtrade.co.uk

#### **PRODUCTION**

(senior designer)
Rob Buckley (sub-editor) Zoe Chui (sub-editor)

## CONTRIBUTORS

# Nick Shanagher, Patrick Mitchell-

Fox, Toby Hill DIGITAL CONTENT

# EXECUTIVE

aicha.roberts@newtrade.co.uk

# **DIGITAL PRODUCTION**

020 7689 3385 /

#### **PRODUCTION CO-ORDINATOR**

020 7689 3368 billy.allen@newtrade.co.uk

### **ACCOUNT DIRECTOR**

George McCracke 020 7689 3364 / george.mccracken@newtrade.co.uk

# **DIRECTOR OF SALES**

020 7689 3367 / mike.baillie@newtrade.co.uk

# **MARKETING MANAGER**

020 7689 3368 / tom.mulready@newtrade.co.uk

#### **MANAGING DIRECTOR**

07966 530 001 / nick.shanagher@newtrade.co.uk

If you are experiencing distribution problems with this magazine, contact betterwholesaling@newtrade.co.uk Printed by: Wyndeham Roche Ltd, Victoria Business Park, Roche, St Austell, PL26 8LX



**Audit Bureau of Circulations** July 2015 to June 2016 average net circulation per issue

Betterwholesaling.com | MAY 2017 41