
IONA PUB PARTNERSHIP



Sarah Lowry
Business Project Manager

Qualifications:
BA Hons Design Management
and Graphic Design

Role:
Analysing individuals business needs
with regards to marketing, business
development, training and driving the
business forward.

Pre-GI:
10 years of owning a design and
marketing company specialising in
working with various leading pub
groups. Developed a range of
interactive training solutions for the
tenanted estates throughout the UK.



Paul Wishart
Business Development
Manager

Role:
To ensure profitability of territory
through recruitment of business
minded individuals and supporting
existing tennents to maximise their
business.

Pre-GI:
Area Manager for Belhaven Pubs,
prior to that a unit manager and also
a nightclub manager for Dean
Entertainments.



Andrew Wilson
Business Development
Manager

Role:
Main point of contact for all day to
day issues and is on hand to provide
help and support for Iona tenants.

Pre-GI:
National Accounts manager with
Securicor distribution. Worked as BDM
for Trust Inns. Then went from there
to work alongside an independent to
help build up and run a portfolio of
both leased and freehold licensed
premises.



Gary Paterson
Business Development
Manager

Role:
Helping to develop and improve
around 35 of the tenanted accounts
assisting with business development,
recruitment and potential customers.

Pre-GI:
Previously worked as a chef and
progressed to manage a range of
department, hotels and bars. He then
became regional sales manager for
Carlsberg UK.



Laura Campbell
Tenancy Finance Manager

Qualifications:
Bachelor of Accountancy (BAcc)

Role:
Providing key financial support to the
Tenancy division

Pre-GI:
Accounting Manager and Business
Performance Manager at STV
