

Executive Profile

Dorman Followwill
Senior Partner



2019

Dorman Followwill, Senior Partner



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Senior Partner
Transformational Health

Frost & Sullivan
Oxford, UK

Functional Expertise

- >30 years of organizational leadership and management consulting experience, having worked on hundreds of consulting projects across all major regions and across multiple industry sectors, each project focused around the strategic imperative of growth. Particular expertise in
 - Mega Trends, Digital Transformation and Innovation (Shell, Merck Millipore, Daiichi Sankyo, Hitachi, etc)
 - Geographic expansion strategies (Bayer, Pfizer, Roche, Smith & Nephew, HP Inc., IBM, Qualcomm Life)
 - Brand and demand strategies (Hitachi, Daiichi Sankyo, etc.)
 - Customer based market tracking (Bayer Biologicals, longest engagement in Frost & Sullivan history)
 - Early stage company development and capitalisation (Target ID for Healthcare investments, Fidelity)
 - Partnership/JV strategies, M&A and VC related activities (GE acquisitions of Amersham, Instrumentarium)

Industry Expertise

- Experienced across a broad range of sectors, but with specific focus on
 - Pharmaceuticals
 - Medical Devices/Medical Technologies
 - Financial Services
 - Information and Communication Technologies
 - Cybersecurity
 - FMCG

What I bring to the Team

- Broad-based experience in multiple sectors gained over the last 30 years working with senior management in North America, Europe, and Asia
- Driving business success and growth in multi-cultural environments
- Driving Sales performance through maximum focus on key sales strategies and their tactical implications
- Outstanding public speaking capability and strong workshop and large public meeting moderation skills
- Passion for leadership and mentoring to help drive individual teams and team members to peak performance

Career Highlights

- At Frost & Sullivan
 - 1988-1990 Helped found the Consulting business, working across all regions and industry sectors
 - 2002-2005 Drove the Healthcare NA business unit to average annual growth of over 20% and average annual net margins of over 20%, becoming a Partner in 2003
 - 2008-2009 As a Partner on the Executive Committee helped drive to record profitability during Crisis.
 - 2016 Promoted to Senior Partner overseeing Global Transformational Health business unit

Education

- BA from Stanford University in The Management of Organizations