



FOR IMMEDIATE RELEASE

JMJ Associates welcomes new Chief Sales Officer, Ian Hedding

AUSTIN, TEXAS, January 05, 2021 – JMJ Associates, a leading global consultancy specializing in transforming people, performance, and culture to deliver breakthrough results, announces the appointment of Ian Hedding as Chief Sales Officer.

Ian Hedding brings over 20 years of professional services and business development experience to JMJ. He has worked in a variety of industries, including oil and gas, mining, chemicals, power generation, agriculture, and pharmaceuticals. Ian has a proven track record of increasing revenue by expanding product offerings and identifying new market opportunities. As JMJ's Chief Sales Officer, Ian will lead the company's Global Sales and Marketing Teams. Accountable for JMJ's overall sales performance, Ian will execute a sales strategy in alignment with the company's long-term vision.

"I'm excited to be joining JMJ as Chief Sales Officer," said Ian. "I look forward to working alongside a passionate and talented team, building upon the company's history of success, and capitalizing on opportunities to modernize our offerings and provide even greater value to our clients."

Ian's experience includes senior-level consulting and business development positions at EY, Maine Pointe, SAMI and The Carrite Group. In these roles he was responsible for go-to-market plans across sectors, relationship development with client executives and leadership teams, team development and new business generation. He has advised executives, closed strategically important deals and led projects across five continents including oil and gas projects in the Middle East, chemicals projects in Africa, mining projects in South America and digital transformation engagements across multiple industries in North America.

"We are delighted that Ian is joining our Executive Team", said Jeff Williams, JMJ's CEO. "Ian's passion for client success, together with his pragmatic and strategic perspective, will drive our global sales focus and help us to broaden our services and expand into new markets. His track record of selling and delivering strategic digital solutions will help us modernize our offerings and will help us reach new clients across diverse industries and geographies."

About JMJ

JMJ is a global consulting firm, specializing in transforming people, performance and culture to deliver breakthrough results and help organizations solve their toughest challenges – challenges worth solving from safety, sustainability and quality to collaboration and performance. For more information on JMJ, visit us at JMJ.com.



For further information contact:

Chloé Handley
JMJ Corporate

+44 (0)20 8987 7400

chandley@imj.com