

# Edinburgh Reporter chats – Angus Kerr

## WHO ARE YOU AND WHERE DID YOU COME FROM

I'm Angus Kerr – I come from Aberdeen, but have lived in Edinburgh for the last 20 years or so. I worked with the Bank of Scotland for 25 years and by the time I left, I was director of online banking. I always wanted to start my own business and now run [PC Support Group](#) (Edinburgh), which I set up two years ago. The business has grown substantially since then – turnover has doubled and I now employ two staff.

## WHAT IS THE BUSINESS BOOK THAT YOU RECOMMEND THAT EVERYONE SHOULD READ

Alan Sugar's autobiography, 'What You See Is What You Get'

## WHAT DO YOU THINK ARE YOUR BUSINESS STRENGTHS AND WEAKNESSES

One of my main strengths is my intuition – it usually leads me to make the right decisions about the business. Also, my technical skills, the result of many years' experience, hard work, training and a passion for IT, stand me in good stead. Whatever the problem is, I will have seen it before many times, which means I can fix it quickly and effectively.

My weakness is that with so much new business coming in, that I sometimes find it hard to switch off from it all.

## WHAT IS THE DEFINING MOMENT ON YOUR CAREER PATH THAT GOT YOU TO WHERE YOU ARE NOW

My defining moment was the point where I realised that it was now the right time to leave the bank and start up on my own.

## HOW DO YOU SPEND YOUR SPARE TIME

I'm a very keen golfer and like to play at both my home course of Ratho Park and others in the Lothians. I also enjoy eating out and like to try different restaurants and styles of food

each time.

**DO YOU THINK YOU ACHIEVE A GOOD WORK/LIFE BALANCE**

Not yet, as the business is still in its early days and demands a lot of my time.

**WHAT MAKES EDINBURGH THE BEST LOCATION FOR YOU TO LIVE/WORK**

On the work side of things, the city has a great variety of businesses that require my IT services. I also love the fact that there is beautiful, open countryside only a few miles outside the city centre. Having the Edinburgh Festival on your doorstep is hard to beat!

**WHAT IS YOUR SPECIAL AREA OF EDINBURGH OR SPECIAL PLACE**

I have a soft spot for Scott's Bar on Rose St, as it was my first 'local' when I moved to Edinburgh from Aberdeen.

**WHAT WOULD YOU CONSIDER THE PINNACLE OF YOUR CAREER**

I helped develop the first computer based banking system in the UK, while at Bank of Scotland, which was a challenging, but extremely rewarding project to work on. This development theme has continued with my business – one of the most satisfying projects I've worked on was developing a job management and tracking system for an engineering company.

**IF YOU HAVE A MENTOR, WHO IS THAT**

I don't have a mentor as such, but having read Alan Sugar's autobiography, I've found his philosophy on life and business to be invaluable in helping me grow my company.

**WHICH NETWORKING GROUPS IN EDINBURGH HAVE YOU FOUND PARTICULARLY HELPFUL**

I believe that all networking is useful and beneficial for my business – I attend at least six networking events per month.

**WHO ARE YOUR BUSINESS HEROES**

Like many people, I admire what Richard Branson has achieved.

### **WHAT ARE YOUR BUSINESS GOALS FOR THE NEXT YEAR**

I'd like to double turnover again and this goal looks to be in sight.

### **DESCRIBE YOUR TYPICAL DAY FOR US**

I'm up around 7.30 – the first tasks are to review my emails and plan my schedule. Then the day flies by – it usually includes a networking breakfast or lunch, customer visits and calls, visiting my office in Edinburgh and dropping in to my shop in Linlithgow. Before I know it, it's evening and by the time I've had dinner, spent time with the kids and done a little bit more work, it's nearly time for it to start all over again!

### **BEST ADVICE YOU EVER RECEIVED**

"Go for it (or you'll regret not trying)."

### **YOUR PLAN OF ATTACK FOR THE NEXT 12 MONTHS**

To grow consistently and in a measured way. I am also hoping to delegate more to my growing team.