

Edinburgh Reporter chats – Glyn Mountford



Glyn Mountford from Green Energy Partners tells us about his business experiences.

Who are you and where do you come from?

My name is Glyn Mountford and I am a director of energy and renewables consultancy, [Green Energy Partners](#), based in Edinburgh's West End. I am an engineer specialising in energy efficiency, low carbon design and renewable energy. I grew up in Staffordshire, but have lived in Corstorphine, with my family for more than 20 years.

What is a typical day for you?

My days are varied and always incredibly busy, but for instance, I could be out visiting a site in the morning, then on to a lunch-time meeting with a client, followed by staff meetings and project meetings back at the office.

What do you think are your business strengths and weaknesses?

My tenacity and passion for technical detail are two of my key strengths. It is well recognised that reducing our impact on the environment is important, so it is really satisfying to be able to help our clients do this in their business.

What was the defining moment in your career path that got you where you are now?

My MBA course at Keele University helped prepare me for running my own business.

What do you consider the pinnacle of your career?

Starting my own business six years ago was a landmark in my career. Since then, the business has gone from strength to strength and I think the best has yet to come.

Who, if anyone, is your mentor and what is your relationship with them like?

I don't have a mentor, but I find Alan Sugar's career and approach to business very inspiring.

Which networking groups in Edinburgh have you found particularly useful?

The Scottish Council for Development and Industry (SCDI) has been useful. I find professional bodies like Scottish Engineering helpful too.

Who are your business heroes?

I admire Richard Branson's achievements. He has built up a large business empire from relatively modest beginnings and has dealt very well with challenges.

What are your business goals for the next year?

To further expand the business.

What is the best job advice you have ever received?

The best job advice I ever received was to always see things from your client's point of view – clients appreciate this approach.

What is the business book you recommend everyone should read?

I recommend 'Six of the Best: Lessons in Life and Leadership' by Digby Jones, Michael Bichard, Dianne Thompson, Andy Green, Karan Bilmoria, Edward Peppitt and John Tusa. It is full of practical advice for the 'real' day to day business world,

rather than theories.

Do you think you achieve a work/life balance?

I don't do too badly, but there is definitely room for improvement.

How do you spend your spare time?

Travelling is something I really enjoy. I have travelled extensively in Africa – especially West and East Africa and it fascinates me. Everyday life is so different there. When I'm at home in Edinburgh, I like to spend time with my family.

What makes Edinburgh the best location for you to work/live?

From a work perspective, the Scottish Government's Climate Change Act of 2009 made Scotland the first country in the world to set legally binding targets for carbon reduction. This strengthened Edinburgh's position as a centre for renewable technologies and [Green Energy Partners](#) has helped many companies reduce the carbon footprint of their operations.

Edinburgh is also a great place to bring up a family. It's a beautiful city with lots going on and it's within easy reach of some of the most spectacular countryside in the UK.