

Sharon Kearns

Business Growth Consultant

The Business Leaks Review

SGK

Maximising cash flow and profitability

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Find where your business is quietly leaking time, cash and profit – and what to do about it

Your business is growing.

Sales are up. You've added people. Everyone's flat out.

But something still doesn't feel right.

You're still stuck in the detail.

Margins aren't what they should be.

And if you're honest, you haven't had time to step back and look at the big picture in a long while.

That's exactly what this is for.

A quick, focused check-in on how your business is really running behind the scenes without weeks of disruption or endless meetings.

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So what is the Business Leaks Review

It's a short, structured assessment that gives you a fresh look across five key areas of your business:

- Finance and cashflow
- Sales and pricing
- Team and structure
- Operations and delivery
- Business model and margins

The aim is simple. To spot where you're leaking time, cash or profit and give you a clear plan to fix it.

Not a deep dive. Not a big project. Just a snapshot of how things are performing right now and a few practical steps to strengthen the areas that matter most.

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Why you probably can't see it yourself

When you're in the middle of it all, it's hard to get perspective. Internal reviews only go so far. Your team are busy doing the work. Everyone's focused on their own area.

But when you bring in someone independent, someone who's seen inside dozens of growing businesses, you get a different kind of insight.

You'll get to see how your structure, reporting and ways of working compare with other businesses at a similar stage. What could be done better. What's missing. What's costing you.

It's not about catching anyone out. It's about helping you lead with a clearer view.

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What you'll get:

- A snapshot of how the business is running across all the key areas
- Clear, practical insight into where you're losing time, cash or margin
- A short report with 3 to 5 recommendations tailored to your business
- All delivered in plain English without jargon or fluff

And no long drawn-out process. It's light-touch and low-effort for you and your team.

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This is for you if:

- The business has grown but it's feeling harder to run than it should.
- You've been meaning to step back and look at the big picture but haven't had the time.
- You've got a niggling feeling that something's not quite right but can't put your finger on it.
- You're planning your next stage of growth and want to make sure the foundation is solid.
- You haven't had an outside perspective on your business in over a year.
- You don't need to be in a mess.

You just need that sense that it could be running better. And you're ready to find out where.

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What other business owners have uncovered

Every single time I've done this, we've found something valuable, even in already successful businesses.

Here are some real examples:

- €1.2M in excess stock that was no longer needed, tying up cash, reduced without affecting delivery
- €75K a year in duplicate tools, suppliers and unused services
- Salespeople earning commission on deals that lost money once delivery costs were factored in
- Popular offers that were actually underpriced and eating into margins
- Poor credit control and invoicing delays. One business fully automated this and cleared bad debt entirely for five years
- Outdated reporting that gave the leadership team the wrong picture
- Staff busy doing things that looked productive but weren't moving the business forward

In most cases, these weren't caused by bad decisions. They were caused by growth and not stopping to reset.

The result:

Quick wins. More margin. More headspace.
And a clearer plan for what to focus on next.

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How it works

1. We start with a short call to understand where you're at.
2. I'll have quick confidential conversations with 2 or 3 of your team leads.
3. You share a few key documents (no big prep needed).
4. Within 10 working days, I'll send you your report and recommendations.

That's it. No big commitment. No heavy process.
Just practical honest insight.

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Your investment

This is a fixed-fee assessment built for clarity and action.

Most clients uncover savings, margin gains or performance improvements worth 10 to 20 times the investment within a few weeks.

If you'd like to find out more or see if it's the right fit for your business, just get in touch.

Email me directly at sharonkearns@sgk.ie

or

Join the waitlist [here](#)

P.S.

*If you've been meaning to take a step back and check how things are running, this is your chance.
No pressure. No sales pitch.*

*Just a proper look under the hood.
And a plan to tighten things up, free your time and boost your profits.*

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What Clients Say

Over the years, I've had the privilege of working with ambitious founders and leadership teams across Ireland and internationally. Here's what some of them have said - in their own words - about the clarity, confidence, and commercial results they experienced:

Sharon far exceeded all our expectations and objectives. On a business level, Sharon added significant value to our executive team, challenging, creatively contributing toward and strongly influencing our strategic development. She supported our leadership to mature and led multiple efficiency drives across our business during a critical time of business transformation.

Sharon is a highly motivated performance driver, yet remains an engaged people's person, driving strategy and sustainability through the value of the organisation"

- Brett W, MD, Global Automation Group

We knew our business was complex - but Sharon understood it quickly and focused her expertise where it counted. She delivered exactly what we needed, commercially and operationally."

- CEO, Jonathan Spring, UTS Parking & Transportation

With Sharon's support and mentoring, I gained the confidence to present clearly to senior management and the board. She helped me realise I had the knowledge - I just needed the structure and belief to deliver it with clarity."

- Finance Professional, Ireland

Sharon is a delight to work with. She is diligent, insightful and empathetic. Clients love her approachable yet highly knowledgeable demeanour. I highly recommend Sharon.

- Simon Haigh - Growth Specialist

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What Clients Say

Sharon is a pleasure to work with. She is thorough, insightful, honest and straight. She is also very personable and easy to chat. She is also generous and willingly shares her incredible store of knowledge.

I would highly recommend her services.

- Ellen Gunning, Pr Consultant & Business Woman

Sharon became an essential part of the team that took the company from distant third in the market to outright market leader. Having excellent qualifications, Sharon, although part time, started as an outsourced Finance Manager for the company. Her journey took her to Country Manager. She was my recommended successor.

Sharon's skills range from taking and communicating insights from our business reports, motivating employees, team working with senior managers and peers in a manner that maintains and advances the excitement of a company on the rise.

I knew that our reputation with HQ, sister companies and customers would be enhanced by her quality of work.

Although not an engineer in an engineering company, Sharon never suffered from lack of knowledge as she would seek out the rudiments on all important topics. Our technical colleagues always had time to bring her up to speed such was her manner and the esteem in which she was and is held.

I do not hesitate in recommending Sharon. Her professionalism and speed of work along with her collegial personality will enhance any company.

- Mark, Retired Managing Director, Irish subsidiary in Global Automation and Engineering

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About Sharon

With over 20 years of experience supporting business owners across Ireland and internationally, Sharon brings a rare blend of financial depth, strategic clarity, and real-world leadership to every engagement.

Relevant experience includes:

- Country Manager for the Irish subsidiary of a global automation group operating in over 50 countries
- Senior Management Team Member across an international cluster (Ireland, UK, Belgium, Netherlands) with oversight of 9 figures+ in annual revenue
- CFO for multiple companies across Europe and Africa – including South African and Nigerian distributors and UK/Irish automation subsidiaries (€25m - €50M turnover)
- Fractional CFO and advisor to Irish SMEs - helping founders improve cashflow, build financial visibility, and grow with confidence



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Why Work with Sharon?

Sharon is commercially minded, calm under pressure, and honest in her advice. She doesn't just offer theory - she works closely with founders and leadership teams to bring clarity, confidence, and results.

Whether you're aiming to increase profitability, improve cashflow, take your next big idea forward, or prepare your business for scale or succession, Sharon brings the rigour, experience, and perspective to help you get there.

