

# Genius Move for a Cloud Pro

Now in its sixth year, Cloud Genius, a cloud-based services company, is set to expand. Director and CEO, John Dray, signed up for CompTIA's mentor programme to help him develop his core business skills to achieve this.

John was connected with Steve Ross, Managing Director and co-founder of Shackleton Technologies, in November 2017 as they both have similar businesses and CompTIA knew Steve would have invaluable advice for John. Having now completed a number of sessions together, John has learnt a range of skills, such as contract development and training implementation, to help him develop his business further.

"The main thing I am working on with Steve right now is setting up regular training sessions for local businesses to gain valuable skills," comments John. The training programme aims to help local businesses gain the right IT skills they need to thrive as well as providing a platform for networking. John continues, "Getting this programme off the ground is integral to expanding my business and it's good to have someone who has experience in a range of different things to give me a perspective and friendly criticism on the programme's development."

Another area John wanted to develop was his understanding of contract language

and financial structures. Working with Steve to look at how to avoid the likes of fixed price contracts and understand the right language to use to clearly define payment terms, John has been able to expand his business considerably. He comments: "Thanks to Steve, I have a better understanding of the impact of contract language, which in turn has really helped with client expectations and business relationships.

"I have also recently secured a piece of new business – the largest the company has won so far – and Steve's advice was integral in terms of contract negotiations and made me much more confident going into them."

On the mentor programme as a whole, John adds: "The mentor programme is an unexpected benefit of CompTIA membership. I already really appreciated having access to the conferences and certifications, which have taught me so much on a range of topics, but the mentor programme is a really positive bonus."



**John Dray**  
CEO of Cloud Genius,  
joins mentor  
programme to  
develop business  
skills



To find out more about the mentor programme visit [Comptia.org/communities/uk-channel/comptia-mentor-programme](https://www.comptia.org/communities/uk-channel/comptia-mentor-programme) or contact Kris Nagamootoo via email: [ukmembership@comptia.org](mailto:ukmembership@comptia.org).

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