

Empowering SMALL BUSINESSES to make BIG CHANGES



Susan Sproston leads the SME team at JT. We asked her why the small and medium sized businesses (SME) sector is so important to the Channel Islands' economy.

“SMEs help an economy achieve balance and diversity. They provide a range of employment opportunities, requiring a multitude of skills. **These small and medium sized businesses are an incubator for innovation and talent.**”

The States of Jersey, want to create 1,000 new jobs in the digital sector by 2025 and Guernsey also has ambitious targets to grow its digital economy. Much of this growth will be stimulated by small start-ups with big ideas and our Fibre and 4G networks will be instrumental in their success.

'95 per cent of companies in the Channel Islands have fewer than 25 employees?'

This makes the SME sector the backbone of the local economy.

With a team of specialists in both Jersey and Guernsey, we pride ourselves on working alongside these companies to help them achieve their business goals.

We understand the complexities of running a small business and the many roles that owners and directors have to perform. From recruiting to business development to training and paying wages, they juggle enough without having to worry about communications and IT infrastructure - that is where JT can help.

With over 120 years of experience, JT has played its part in the growth and prosperity of thousands of local businesses of all sizes, all of which have varying levels of complexities but are looking for solutions that are right for them.

There is no request that we haven't dealt with – big or small – and we are proud to bring that experience to the next generation of dynamic and forward-thinking SMEs across the islands.”

Susan Sproston
Head of SME Sales



“JT ticked all the boxes and really stepped up to deliver first-class solutions which enhance our Trust and Fiduciary business.”

Matthew Such, Head of Technology Trust and Fiduciary at Salamanca.

SALAMANCA
Group
Trust & Fiduciary

Meet the team. We asked the JT SME team ‘Why JT?’ And here's what they said:

“One of the many strengths of JT is its **ability to react to the demands of the market** in not only the products businesses expect, but a high quality of care to go with it.

Paul M Taylor
Business Relationship Manager

FACT: Paul raced offshore powerboats in his 20's, and finished 5th in the World Championships in 1999.



“JT has an ambition and passion to deliver a diverse portfolio of products to our customers, we couple this with expert knowledge to put our customers first.”

James Long
Account Manager

FACT: Before moving to JT, James was part of a team building a portfolio of clients delivering the first offshore-managed email “SaaS” platform.



“JT is made up of many **talented and passionate individuals** and I feel proud to be a part of an organisation with customers at the heart of decision making.”

Lauren De Sousa
Business Relationship Manager

FACT: Lauren was the manageress of a patisserie for 6 years before joining JT.



“JT has shown its **willingness to invest in both Jersey and Guernsey**, and invest in its people, with the fibre network being an amazing example of this. Our SME team strive to provide the best possible experience to our customers through our diverse knowledge and individual expertise.”

James Singleton
Business Relationship Manager

FACT: Jimmy White (Snooker player) is James's cousin.



“JT is a forward thinking, dynamic company with a tradition for providing great customer service. Having been with JT for ten years now, I believe we make a difference to our customers by **providing expert advice and delivering true value.**”

Paul Sharkey
Business Account Manager

FACT: Paul's the lead guitarist in a Jersey band, The Howling Soul Brothers.



“We're highly passionate about providing a **proactive and personal service** with bespoke solutions designed specifically for the SME environment.”

Jessica De La Haye
Business Solutions Sales Support Team Leader

FACT: Last year Jess completed the sandstorm tough mudder challenge.



“Meeting tight deadlines is critical to our business success and thanks to JT Fibre we have confidence in delivering projects on time, trouble free.”

Ed Prow,
Managing Director (Jersey)

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Ask us how JT can help your business today

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