Ian Gleed EngTech LCIBSE

**What made you choose this career path?**
I originally started my career as an apprentice in 1966, building switchgear and control panels, before slowly moving up the ladder to the position of works manager. I soon realised that in order to progress my career I needed to do something different, so I started my own business. The rest, as they say, is history!

**What do you most enjoy about your job?**
The most important thing from my point of view is that every day is different. Each project is unique which gives me a buzz, even after all this time. I could be looking at a small plant room control system one day and the next I could be overseeing a complete data centre refurbishment.

**What is the greatest challenge you face in your job?**
Usually it is trying to keep to the budgets we have priced, whilst still achieving the high standards we set ourselves. Together with keeping enough orders flowing through the business, this can be pretty challenging.

**Please describe a typical working day:**
Most of my days now are office bound, pricing projects and talking to many of our clients, as well as making sure the business is running smoothly, and offering assistance and advice to whoever needs it.

**What is your greatest professional achievement to date?**
To be where I am today, having come from humble beginnings in a 1960’s secondary school to setting up and running a £1.6 to £2.0M electrical engineering business. I am also very proud of my registration as EngTech and I hope to encourage the junior members of our company to try for this professional recognition.

**What attracted you to gain professional registration as an EngTech?**
The meagre qualifications I had always left me feeling unfulfilled from an academic point of view. It was even more obvious when I set up the company, as I didn’t feel my qualifications were sufficient to carry clout with clients. So with the advice and encouragement of several friends, who were long serving members and Fellows of CIBSE, I decided to apply for membership of the Institution and professional registration as an EngTech. This provides me with recognition of a lifetime of experience, and provides evidence of my competence to customers and clients.

**How has gaining EngTech helped with your career?**
Having gained EngTech, I am more confident when talking to and interacting with fellow professionals in my field.

**What advice would you give someone considering professional registration as an EngTech?**
I would say go for it. Without a doubt, EngTech is a fine addition to your CV.
CASE STUDY

How does your company benefit from employing professionally registered engineers and technicians?
We deal with a large number of Chartered Engineers in the building services sphere, who are well aware of what professional registration is. Being able to demonstrate that our team of engineers and technicians are also professionally registered is a huge advantage and leads to greater respect from our customers and clients.

Where do you see yourself in five years' time?
Hopefully semi-retired! My son is now taking a more prominent role within the business and I have been strongly encouraging him and others within the organisation to apply for professional recognition, sooner rather than later.

What do you enjoy doing in your spare time?
When you run your own business there isn't a great deal of spare time, but what time I have I enjoy in my garden and spending as much time with my grandchildren as I can. With what is left I play golf!

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