



FOR SMES AND PROFESSIONAL FIRMS · MBA SPECIALISM

Organisational structure that can actually scale

Hierarchy is a decent model for a factory. It is a poor fit for a talent-driven firm and for most owner-managed SMEs that have grown past the founder's diary. R W Progressive's MBA specialism in organisational structure design exists because "we need to grow" is not a structure.

WHAT BREAKS FIRST

The owner remains the operating system. Pricing, people and priorities wait for one calendar. Senior people expect to be consulted and will leave if they are not — but if everyone is in charge, no one is. Participation slows decisions.

WHAT A CHAIR ACTUALLY CHANGES

Roles and reserved matters. Who owns the client and who owns the function. How marketing strategy and business strategy sit with the people who can say yes. Whether the next hire reports to a structure or to a personality. That work is the condition for every other growth plan — including IPO in 5.

Enquire about a board seat

Jayesh P. Patel · Non-Executive Chair · Strategic Board Advisor · IPO in 5
j.patel@rwprogressive.co.uk · 07771 871 757 · [linkedin.com/in/jayesh-patel-ned](https://www.linkedin.com/in/jayesh-patel-ned)
Confidential when attached to an introduction · Personal service