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Results International opens Ireland office

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Edited by the MarketingServicesTalk editorial team Dec 6, 2007

Results International Group, global corporate finance specialists in marketing communications and new media, is expanding its European presence with a new office in Ireland.

The office will be based in Dublin and will commence operations in January 2008. Media and marketing communications expert Damian Ryan will head the new office. Results is a specialist consulting and corporate finance business that works exclusively in the global marketing communications industry, with a presence in 40 countries in Eastern, Central and Western Europe, Asia-Pacific, North and Latin America.

Through carefully considered mergers and acquisitions, its clients are able to capitalise on growth opportunities in increasingly competitive markets.

Recent deals include London-based branding consultancy Clear, acquired by MandC Saatchi, the Australian Photon Group's acquisitions of UK branding agency Corporate Edge and top UK tech PR agency Hotwire.

Other international deals include a majority share acquisition of Brazilian LewLara by TBWA, Publicis' acquisition of Chinese digital agency CCG, and Turkish ZapMedia acquired by IMMSG.

Ryan has over 20 years' experience in the media and marketing industry and has specialised in the digital media space since the early 1990s.

Originally from a magazine publishing background, Ryan started his career in the UK with organisations such as EMAP and Havas before returning to Ireland in 1992 to establish his own magazine publishing business.

He sold the business in 1998 to fund the launch of ICAN - now Ireland's most successful online advertising agency - which he subsequently sold in 2000 to the Communicorp Group.

He has worked as a consultant to the Irish government, Nokia, ABCe and many other stakeholders in the digital media sector and is a former board member of the IAB in Europe, the UK and Ireland, as well as a former board member of the Irish Direct Marketing Association.

Ryan will lead the Ireland office in its work with media owners, advertising and marketing agencies and digital media companies, initially focusing on the domestic market and establishing deals between Ireland and other parts of the world.

In addition to brokering deals and raising funds for clients through private equity, AIM and other means, the office will work on business development and strategic marketing, as well as team building, business planning and associated services, for primarily the digital media space.

Graham Beckett, Results International's CEO, commented: "We are constantly on the lookout for new growth markets, and Ireland clearly represents as one of the fastest growing members of the European community.

"The new office in Ireland represents another step in consolidating our position as the premiere corporate finance firm within the global marketing communications industry.

"Damian's experience of growing and realising value in the media and marketing services industries and his specialised knowledge of the digital space make him an obvious and natural candidate to head Results' business in Ireland".

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Ryan said: "Ireland's marcoms industry is growing rapidly and opportunities abound - I am extremely pleased to be leading Results into this exciting new market".

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