

Rail Business Daily's Advisory Team Appoint Martin Little as Chief Operating Officer

December 13, 2021



Martin Little has joined the Rail Business Daily family as Chief Operating Officer of RBD Advisory (RBDA). Martin is the former commercial director at BCRRE Rail Alliance.

Martin has been appointed to provide leadership and strategic direction to the organisation. He brings vast operational and managerial experience and is responsible for client delivery processes, business development, quality assurance, reporting structures and operation controls for the company. He will communicate and foster growth among the executive team and the company's growing workforce.

At BCRRE, Martin was responsible for the delivery of the organisation's commercial and operational strategy and industrial development.

Steve Burch, RBDA's managing director, said: "Martin comes to us from Rail Alliance where he successfully led the organisation's go-to-market efforts, driving membership product and service portfolios.

"He helped build and scale Rail Alliance, overseeing a cross-functional operations team of sales, customer service, business development, operations and professional services.

“Martin has a great mix of big picture strategic thinking and a hands-on leadership style. We were excited to learn how much of his values align with our own. He has a reputation for setting a high bar, focusing on impact, and building trust with internal teams, stakeholders and customers.

“2021 was an important year for RBDA – we launched new services to help our supply chain clients build and commercialise capability and win in the market. We have also been working with asset owners, consultants and integrators to help them find the right supply chain solutions to achieve the outcomes they want. To deliver on this, we have welcomed a number industry experts into the business, including: Stephen Collicott, Andrew Stephens, Paul Corcoran, Neil Walker and Peter Queen...amongst others.

“We are delighted that Martin agreed to join our leadership team to help take us into our next phase of growth. Welcome, Martin.”

Martin said: “I’m delighted to be joining the RBD Advisory team. The Rail Alliance was valuable experience of the industry and its fascinating spectrum of commercial complexity, for which I’m most grateful. After 20-odd years in construction I think it’s fair to say I’m quite well invested in rail now...!

“I recognise the same passion and drive here at the RBD Group. The fast-growing RBD Community is complimented by the RBD Advisory business, the capability and vision of which is very impressive.

“The inertia of change in rail has intensified and our industry will need to reach out, be better connected and open minded in its adoption of reform, but we should also be honest about the complexity behind the statements we sometimes make as an industry. Often progress can only be incremental, greater advancement the sum of its parts.

“RBD Advisory is delivering change through realistic, tangible outputs. We describe ourselves as ‘unashamedly commercial,’ but we are ultimately embedding ourselves within the trust of our clients’ teams, guiding decisions that connect with market needs, all of which should contribute to the sector’s direction of travel. There’s a big responsibility attached to that.

“I’m very excited about developing our reach and partnerships as RBD Advisory and the wider RBD Group goes into 2022 as a cohesive and progressive sector capability.”

RBDA brings excellence in commercialisation, growth and business change.

Please visit: <https://www.railbusinessdaily.com/rbd-advisory/> for more information. Martin can be contacted on: 07881 373903 or via: martin@rbdadvisory.com