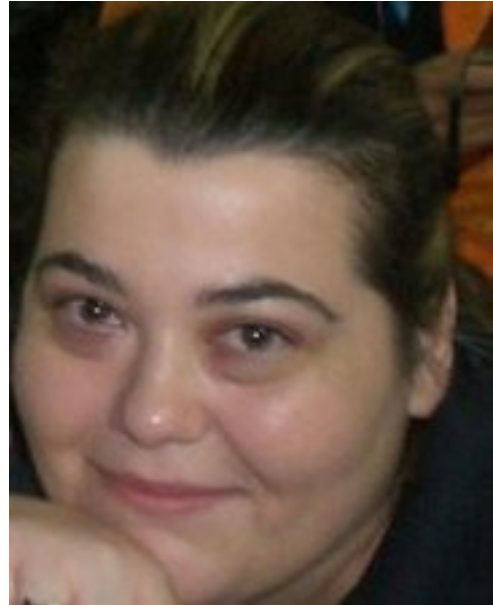


## Profile

Charlotte Gregory has been involved in the business environment from an early age. In her teens when not at school Charlotte used to enjoy going to her family's business and help as much as she could, whilst learning from a young age what being an entrepreneur is all about. At the age of 20 Charlotte decided to stop her studies and be involved in the family business on a full time basis, she worked within the company for the next six years starting from basic management to then becoming a managing director.



After getting married In 2003 Charlotte decided to start again on her studies and completed an International Business Management Diploma course with Cambridge International. Whilst studying Charlotte became more active in the Malta Association of Women in Business and ran for council. She got elected to the MAWB council in 2004 as Secretary General and still holds this post till today. After having obtained her Diploma and having met new Women Entrepreneurs through her post on the association Charlotte started thinking of new and more innovative ways of conducting business and tried introducing them into the family business, however found opposition from the other management members.

In 2006 Charlotte decided that it was time to run a business the way that she believed was best and took the hard decision of resigning from her post and starting a new business venture on her own. She wanted something completely different from the sector that she had been working in for so long and identified the lack of knowledge in Occupational Health & Safety in Malta. After conducting research on the subject Charlotte studied for a PgC in International General Occupational Health & Safety with Nebosh a renowned Institute in the sector, whilst in the meantime opened a business importing and distributing Personal Protective Equipment (PPE) and managing to get the sole distributorship for the Maltese islands of North Safety Products one of the leading companies in PPE. After completing her Nebosh Certificate Charlotte started studying for an MSc in Environment, Occupational Health and Safety with Portsmouth University (UK) and in the meantime continuing to expand her business.

In 2008 Charlotte decided to take the plunge and went from Sole Trader to establishing a company Gregory & Murray Co Ltd, this year was very important as it was a year of

consolidation and also change, moving to new premises and expanding and diversifying the business.

Whilst continuing her studies and business Charlotte remained active in several NGO's and took part in many projects always keeping in mind that networking is the key to success for her business. In 2009 Charlotte got elected to the board of Junior Chamber International (Malta) as President LoM De La Vallette where she was responsible for all the Business Flagship programs for that year. Charlotte has now been elected to Deputy National President and VP International for 2011.

Gregory & Murray Co Ltd of which she is the major shareholder now has a diversified portfolio of services that is offered to clients both locally in Malta as well as overseas. Gregory & Murray is a distributor of PPE, Safety Equipment and offers consultancy services. This company has now diversified interests as for the past 18 months the company has also ventured into the automotive sector and currently offers the only one stop shop for automotive glass on the island, supplying not only the glass but also trained personnel for installation and/ or repair.

[www.gregorymurraycold.com](http://www.gregorymurraycold.com) & [www.monkeybusiness.com.mt](http://www.monkeybusiness.com.mt)