



## Sarah Stoute (Full Support Healthcare Limited)

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Leaving school, she started her training as a nurse at The Whittington and Royal Free Hospitals in London, graduating in 1996. Alongside her love of nursing was her love of business and she joined Paul Hartman as a Medical Representative the same year.

After less than a year Sarah set her sights on working for a global blue chip medical organisation, and took on the role as Sales Representative for Kimberly Clark Healthcare. After only 1 year in this position Sarah made her mark as a successful sales person and won the coveted European Sales Representative of the Year Award.

After juggling a busy career and having her first baby she was ready to embark on her very own journey and started Full Support Healthcare Ltd. Sarah knew that the NHS were paying more than they should be for surgical single use products and knew she could deliver real savings to the public purse.

The initial 2 years were spent designing and CE marking her very own range of surgical drapes and gowns to compete with the multinational giants. With her flare and tenacity she began winning business throughout the NHS, travelling around the UK personally converting hospitals to the FSH range of products. FSH gained rapid market share and has reached an annual turnover of nearly £7m.

Her vision has saved the NHS millions of pounds by offering good quality products at competitive prices. FSH is now the market leader for surgical gowns through NHSSC and employs some of the most knowledgeable and talented people in the industry, the business now has a rapidly growing international presence.

She has a passion for helping young people and FSH welcomes work experience students on a regular basis. Sarah also has a clear strategy to form close links with charity organisations and the company is in the process of designing pink surgical gowns, with a view to donate a percentage of profits to Breast Cancer research.

Sarah manages to combine her passion for business with being a devoted mum of three young children under 10yrs and is still able to find time for her horses.

Awards she has won include:

- Best Business Winner 2010
- Enterprising Woman of the Year Winner 2009
- Enterprising Women - High Flyer of 2009

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