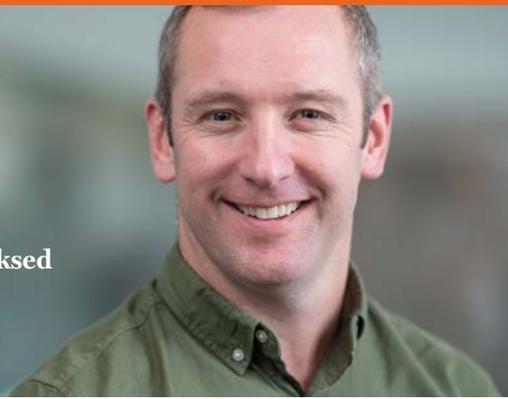




ALAN CLARK
MANAGING DIRECTOR OF
TAKE YOUR MARKS LTD.

takeyourmarks.co.uk  @takeyourmarksed

Hosted by Abertay University



We make people feel good! Take Your Marks provides online solutions to organisations to improve the health and wellbeing of the population.

During the RSE Unlocking Ambition Enterprise Fellowship, what have been the biggest successes you have achieved and the biggest challenges you have faced?

Our biggest success has undoubtedly been our impact in the schools sector: we now supply licences to 30 schools across the country, giving over 6,000 children the chance to use our resources on a weekly basis.

The biggest challenge for the company has been really understanding what it is we offer, and directing our resources accordingly. Over the course of the past year, we have tested several different projects within a number of markets. However, it has become clear that without scaling the business, there simply is not the resource to expand the way we would like to.

What are your ambitions for your company?

Before I began the RSE Unlocking Ambition Enterprise Fellowship, the company was purely focused on the education sector in Scotland, with the view that the business could be scaled from there. Now, we are in the process of raising a first round of investment to grow the business into the Early Years, Education, Care and Corporate sectors across the UK. We also expect to start raising a further round of investment within 18–24 months to expand into similar markets in the US.

What difference has the RSE Unlocking Ambition Enterprise Fellowship made to you and your business?

Through the Fellowship, I have been part of a fantastic support network that has accelerated my learning exponentially. I feel much better equipped to run and plan the future of my business than I did 12 months ago. Additionally, the support I have received from my peers in the cohort has been, at times, more important than anything else. We have all been in the same boat – although at different stages and in different industries – and I have been supported by every one of them.

