

60 SECOND INTERVIEW



Ian Longford

Business Development Manager, Ian Longford celebrated his tenth anniversary with Colas in July this year. Ian started his career as a Trainee buyer for ECC Quarries in 1977, before taking on a permanent role two years later and fulfilling various positions within the Central Technical Department over the next seventeen years.

In 1996 Ian joined White Mountain Roadstone Lagan / Ringway Group as a Senior Technical Sales Representative and continued in the (Technical) Sales area for Ennstone Johnston Ltd, Asphalt Products and Services Ltd, and Asphalt Reinforcement Services, up until 2012, when he joined Colas Ltd.



What does your day-to-day job involve?

A usual day for me comprises of liaising with highway engineers to discuss their requirements and offer suitable surfacing solutions from Colas' surface treatment portfolio.

What is the current focus of your work?

I'm currently setting up trial opportunities for surface treatments, identifying future surface treatment programmes and gathering information from current and prospective clients

What's the best piece of advice you've ever been given?

Be yourself.

How do you relax?

I play electric and acoustic guitar. I like to keep fit and I attend two 'Body Pump' classes every week and I run two half marathons per year. I also like playing darts (badly!).

Tell us something people would be surprised to know about you?

I used to have long hair!

What is your greatest personal achievement?

I'm particularly proud of two achievements.

Firstly, from a career perspective I completed the Institute of Asphalt Technology's' professional qualification and I was runner up in the Award of Excellence.

And from a personal perspective, I'm also really proud to have completed my first Half Marathon in 2010.

Describe yourself in three words?

Hard-working. Genuine. Friendly

