

Gilbert (Gibbie) McHarg

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I show finance teams what modern ERP and AI can do for them. I've spent 15 years helping mid-market finance teams get more from Sage, across consultancy, leadership and sales. Now I build AI into my demos, so prospects see their own questions answered live.

15 yrs

in ERP consultancy,
leadership and sales

£400k+

Sage Intacct revenue
across 10 deals, FY26
YTD

11

people led as Head of
Delivery at itas

100+

ERP implementations
worked on

190%

Sage practice growth in
two years at Chess ICT

How I work

I explain complex software in plain English. I start every conversation by listening, because finance teams open up when they feel comfortable, and that's when I hear what's really slowing them down. From there, I shape a solution that shows how the product fixes their issues, and explain it so the whole room understands, from the FD to the AP clerk. One prospect had already spoken to another Sage partner, who made it all sound complicated. I listened, kept it simple and answered her actual questions with a proof-of-concept demo. We went from first call to closed-won in under two weeks.

Work

Oct 2024 to now

Solution Consultant, Utilize

Leading pre-sales for UK mid-market finance teams moving to Sage Intacct, with a focus on construction. Closed 10 Sage Intacct deals worth £400k+ in FY26 YTD, averaging around £40k each. Built live AI demos using the Sage Intacct MCP and Claude, so prospects see agentic AI working on their own finance data.

Speaker, The Evolution of AI in Sage Intacct. Sage office, Tower Bridge, London, September 2026. Presented to 35 finance leaders, including attendees from Team GB and Harrods. Covered Sage Intacct, Sage Copilot and the Sage Intacct MCP via Claude, building artifacts live in front of the room.

May 2023 to Oct 2024

Head of Delivery, itas

Led a team of 11 Sage Intacct consultants, Sage 200 consultants and project co-ordinators. Introduced a Sage 200 pricing model that increased project revenue by more than 50%. Owned project KPIs and the sales-to-delivery handover, and supported presales with solution design and demos.

Jan 2021 to May 2023

Sage Practice Lead, Chess ICT

Led the Sage practice. Grew practice revenue by 190% in two years and the Sage customer base by 40%. Influenced the board to choose Sage Intacct over competing products.

Oct 2019 to Jan 2021

Sage Technical Architect, Chess ICT

Designed and delivered Sage 200 projects worth up to £70k, and wrote the proposals covering scope, resources, timelines and cost.

Sage and Stonehouse Logic

Support, consultancy and implementation for Sage 50 and Sage 200. Started on the Sage 50 support desk, then moved into consultancy, running projects from presales to go-live with director-level consultancy and end-user training.

Deals closed

Sage Intacct · Retail · year 1 revenue £72,458 Global franchise operator Runs KFC, Starbucks and Taco Bell stores. Moved from legacy Sage 300 and Sage 200 to a single Sage Intacct instance, consolidating 14 entities across the UK and Canada. My role. Worked with their financial controller to design the dimension structure for the best possible reporting output.	Sage Intacct · Shipping · year 1 revenue £66,065 Global Shipping PLC UK operations moved from Sage 200 to Sage Intacct, with extensive compliance and governance work. Their Dutch entity followed, with multi-currency consolidation, taking ARR from £36k to £61k. My role. Worked with their CFO and UK FD to make sure the solution met their strict compliance requirements.	Sage Intacct · Distribution · year 1 revenue £60,419 UK food distributor Sells dairy-free yoghurts through UK supermarket chains. Moved from a legacy Sage 200 system to Sage Intacct with inventory control, streamlining their operations. My role. Solved a problem they raised mid-demo with a custom field and purchase workflow. That won us the deal.
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Skills and industries

Expert level

Sage Intacct, Sage 200, solution selling, ERP implementation, solution design, CRM

Working knowledge

Supabase, Cloudflare

Strong understanding

Make.com, HubSpot, Claude and AI agents, MCP servers, ClickUp, iPaaS and integrations

Industries

Construction, manufacturing, retail, distribution and logistics, SaaS, MSP, professional services

Side project

VedaCRM. Built and deployed a bespoke CRM and operations platform for the Ayurvedic clinic my partner and I run, tailored to how we quote, look after customers and deliver treatment programmes. It replaced HubSpot. Built with Claude Code, using Supabase, Cloudflare, Resend and SharePoint.

Education and certifications

Accreditation	Sage Intacct Implementation, Sage
Accreditation	Sage 200: Financials, Commercials, BOM, Manufacturing and Implementation, Sage
Qualification	NVQ Level 2 in Customer Service, Tyne Metropolitan College