



From grad to great

The story of Ryan Luckman & FMC

When Ryan joined FMC as a fresh-faced graduate, the Managing Director described his passion and energy as like a Labrador puppy. Over 15 years on he may be house-trained, but his passion and energy remains.

Picture the scene. It was 2007 and the slightly (distinctly) younger Mr Luckman had just finished studying history at university in Nottingham. Stumbling through his final days of student life, Ryan fell upon FMC when they sponsored his graduation ball. He found a small handout and tore off the contact details, popped them in his dinner jacket pocket, and proceeded to forget all about it!

It wasn't until he returned his suit to the rental shop and they searched his pockets that they found the crumpled piece of paper and handed it back to him.

He gave the number a ring on his walk home, got an interview, and his FMC story began...

Back in 2007



Ryan today

Why have you stayed at FMC forever?

I've always said that if I have more bad weeks than good, I'll look to find happiness elsewhere. Over 15 years on, I guess I've been really fortunate that I've never reached that point. I think that's rare in this industry, and I'm proud of that, and of FMC for creating a culture that makes people want to stay.



What's FMC really about?

FMC is committed to excellence, it's not about quick wins. It's also all about doing it with a bunch of good humans!

Putting his foot (finger) in it

Starting out as a recruiter, Ryan excelled in candidate identification and impressed with his ability to build rapport with candidates, managing them through the recruitment process. This quickly led him through a series of promotions, where he began to manage and find his own client relationships.

Although his first client meeting didn't go so smoothly (he got his finger stuck in a coffee mug and embarrassed himself terribly...), he did something right. He secured £30,000 of work from that first meeting!

And the success didn't stop there. Oh no, Ryan had his eyes on something bigger.

FMC Meditech is born

After landing his first medical technology job - a National Sales Manager for an optical manufacturer - Ryan set his sights on building his own branch of the business focused on a market he loved. A fantastic network, happy clients and some key accounts later, in 2014 FMC Meditech was born.

He hired his first two employees to help him build on his success and the rest, as they say, is history.

"I've always been immersed in the medical industry. My late mum was a radiographer, and more recently my son has been diagnosed as type 1 diabetic. This has made me passionate about the tech that can simplify, enhance, and extend quality of life. **The fact that I've been able to build a team around this interest is testament to how true FMC's 'it's what you make it' really is!**

Today and the future

Since 2018 Ryan has been a director of the business, after getting promoted on a sunny beach in Barcelona. He has a (still growing!) team of 10 behind him, supporting some of the coolest brands in the medical devices space and now has his sights set firmly on world domination! He's an inspiration to everyone in the business and a great example of the success people can achieve here at FMC with hard work, and passion. His energy and infectious personality have made him popular with the people of FMC and clients alike, so we've got no doubt he'll achieve even more great things in the next 15 years.

He did also recently get pooped on by a seagull at an industry event and had to be baby wiped down... but we won't dwell on that.

Thanks Ryan, we think you're brilliant.