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# John Smith (MBA, MSc.)

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## SENIOR MANAGEMENT - CONSULTANT

◆ Information Communication Technology (ICT) ◆

Over 18 years International Consultancy experience within the ICT sector and 10 years within the construction industry working with SME and Blue Chip clients. Adept at reducing costs and providing strategic leadership that has enabled the rapid growth of startup and major client companies especially in unstructured environments. An effective team leader and mentor, a creative systems thinker and problem solver who consistently identifies new business opportunities, whilst formulating and reporting strategic plans at main board level. Regional experience in Asia Pacific and Europe. Now seeking buyer for my current business and seeking a return to Management Consultancy (possibly in Dubai or Singapore).

## AREAS OF EXPERTISE

- Project Management
- Trouble Shooting / Problem solving
- Team Leadership
- Systems / Process Establishment
- Management Consultancy
- Business Development
- Channel Management
- Change Management / Mentoring
- Strategic Planning
- Business Modeling
- JV Partnerships
- Modernisation

## PROFESSIONAL EXPERIENCE AND SIGNIFICANT ACHIEVEMENTS

### DIRECTOR / FOUNDER

*Jan 04 - Present*

#### Company A

Leading the development of partner implementation processes, the partners with international technology companies expanding into the UK. Built a team of senior professionals that manage functions such as business and infrastructure development, relationship and channel management. Also provided consultancy services mainly within business, marketing and logistics. Prepared proposals and tenders, directing channel network, new accounts and ICT expansion for the corporate and public sector - including US companies.

- Market-tested and appointed channel partners for both Route 1 and Park Magic with hands-on selling to major accounts, leading to direct negotiations with the principals of major organizations.
- Launched 3 new partners in UK to date.
- Reduced time to market, exploited sales opportunities, reduced start-up investments and risks, and increased the value of all 3 partner companies.

### DIRECTOR / FOUNDER

*Jan 02 - Jan 04*

#### Company B

Company B UK provides major projects and consulting services to UK based start-up companies, helping them to drive forward early expansion activities.

#### Client: A, (Division of Laing Construction Group - 12 months);

- Implemented performance management system (software) that manages all Equion projects and provides full visibility (first in the world using MRO/IBM) as a transformational change process. This exceeded their growth expectations from £10 to £50 million in 12 months.

#### Client: B (6 Months);

- Provided consulting expertise to British Telecom in their Corporate Venturing units.
  - Trained teams at BT (45 people) and 5 new business cases that now delivers £500 million of revenue p.a.
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## PROFESSIONAL EXPERIENCE AND ACHIEVEMENTS (CONTINUED)

### Client: C - Reporting to CEO (2 Months);

- Played a key role in a new software / service launch, prepared the business plan, priced the business model and conducted product marketing and branding.
- Established an operational business infrastructure and facilitated negotiations with existing client (Tullet-Broker) using the Harvard model to increase the price of a system from £25,000 to £125,000.
- Sold the system to investment banks and secured the first trial with Lehman Brothers and a large hedge fund worth over \$2 million.

### Clients: D (12 Months);

- Created business plans for start-up software companies, developed implementation strategies and resolved complex distribution problems utilising systems dynamics and cognitive mapping.

## EUROPEAN MARKETING DIRECTOR

Jun 00 - Dec 01

### Company C

- Led this communications application service provider in the Voice over Internet Protocol (VoIP) market 5 years before Skype.
- Built the marketing and business development team and developed the strategy in Europe that resulted in \$10 million of new business orders and the next generation of global broadband software products.

## GLOBAL BUSINESS DEVELOPMENT MANAGER

Jun 98 - Mar 00

### Company D

- Identified problems with the company's strategy and implemented a channel dynamics programme that resulted in major strategic changes to the company that resulted in \$20 million of cost savings.
- Surpassed the revenue targets of over \$140 million for key Inmarsat Network operators: KDD Mobile (Japan), Telstra Mobile (Australia), Singapore Telecom Mobile (Singapore) & KPN (Holland).
- Launched a global mobile data service with key partners in Asia and Europe resulting \$2 million in revenue.

## EARLY CAREER SUMMARY (5 YEARS WITH BRITISH TELECOM)

**Global Business Development Director** (Company E, London/USA) 1997-98

- Project managed the implementation of the largest Optical Network in the world (outside the USA) on-time and within budget. Won the company \$50million with Cable and Wireless in a first year European start-up and \$50 millions more work with other companies.

**Partnership Implementation Manager** (Company F, Plc) 1995-97

- Implemented to strategic leadership to global JVs and distributors resulting in a £10 million new consulting revenue stream. Created revenue generation across the franchise worth over £8 million in the first year.

**Business Sector Marketing Manager** (Company G, Plc) 1993-95

- Created an industry-wide telecom strategy, resulting in a 90% increase in revenue in 2 years and new business ventures with £100 million in revenue potential. Won "Most Innovative Marketing Manager" award.

**Consultant / Founder** (Company H, London) 1990-93

## PROFESSIONAL DEVELOPMENT

<b>MSc.</b>	Organisational Development and NLP (Part-time)	2004-07
<b>MBA</b>	Henley Management College	1991-92
<b>BSc.(Hons)</b>	Construction Management	1983-86
<u>Affiliations / Training:</u>	The Chartered Institute of Marketing, (Fellow)	1992
	Business Coaching	2002-06
	The Chartered Institute of Building, (Full Member)	
	NLP Practitioner & Master Practitioner	2004-05

*Interests and Pastimes:* Golf, travelling, computer skills. *Born:* 1960. *Marital Status:* Single.