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INTERNATIONAL BUSINESS EXECUTIVE

◆ B2B Sales - Strategic Planning – Customer Rapport – Multi-Lingual ◆

A high achieving, well networked, entrepreneurial multi-lingual Business Executive with an outstanding track record of seizing opportunities and maximising growth within the most challenging and competitive environments. An international business leader, developing hybrid B2B multi-disciplined and multi-cultural sales teams as well as in-depth Customer and business relationships. An influential decision maker, solving complex business problems, understanding cultural differences. Enabling enterprise strategies that facilitate significant achievements and corporate goals.

NOTABLE AREAS OF EXPERTISE

- Customer Rapport
- Finding Solutions
- Virtual Management
- Negotiating on Board Level
- Stakeholder Relationships
- Leadership Behaviour
- Presentation Skills
- Business Development
- Maximizing Sales
- People Commitment
- Strategic Thinker
- Process Acumen

PROFESSIONAL DEVELOPMENT

mMBA	Babson College, Boston USA	1995
Executive	Executive Education Program at INSEAD, France.	2005

PROFESSIONAL EXPERIENCE AND SIGNIFICANT ACHIEVEMENTS

DIRECTOR & ACCOUNT GENERAL MANAGER (ACCOUNT LEAD)

Sep 2015 - Present

HP Inc.

- Tyrone joined HP Inc. at an optimal and crucial time, just months before the official birth of the new company
- Managing three of HP Inc.'s most strategic, complex and large accounts outside the UK as the overall Account Lead
- Responsible for the complete HP Inc. portfolio, which includes personal computers, mobility devices, technical workstations, printers, graphics solutions, managed-print services and internet services
- Accountable for driving strong global business performance along with overall account level profitability and growth
- Building and maintaining executive-level relationships while interacting with the C-suite
- Delivering superior client loyalty by managing a dedicated and virtual account team spanning business units and countries

SALES DIRECTOR

2013 - 2015

Capgemini:

- Tyrone is responsible for three activities within BPO: i) Acting Account Development Officer for to big Logo Assets in Germany, ii) European Leader for the sale of Enterprise Content Management (ECM) solutions to all market segments and iii) Responsible for selling the Capgemini Business Process Outsourcing (BPO) portfolio with a Demand Generation focus in Europe, reporting to the Global Sales Officer of BPO. The portfolio middle-point includes Finance and Accounting, Supply Chain and Procurement.
- During a transition phase, was responsible as Sales Business Partner for the Consumer Product, Retail and Distribution (CPRD) Sector, looking after all BPO-sales coordination, marketing and governance of the Global activities.
- **Closed the first BPO contract in Germany in the Procurement space with one of the most significant Global Logos**

CLIENT MANAGING DIRECTOR (CUSTOMER CEO)

2007 - 2012

Xerox Corporation:

- Responsible for selling the entire Xerox portfolio and meeting all Customers' aspirations (Global annual revenue of \$50 million). Fulfilling vision, strategy with one of the top 15 Global Customers and helping establish joint GTM (go to market) activities with Customer. Managed a global team (dedicated countries include US, Germany, UK and China). Monitoring performances, appraisals and reporting to the President of Xerox Europe and the VP and GM of Global Account Operations in the US.
- **Negotiated and closed the largest technology deal in the history of Xerox, at \$113 million (a 2 year negotiation).**
 - Achieved Global targets: (average 106%)
 - Instrumental in aggregating over \$170 million worth of business during the 2007 summit (from sponsorship and relationships created during the 2005 summit.
 - Aligned with Strategic Account Management Association (SAMA): Presented at their European and Global conferences.

INTEGRATED ACCOUNT DIRECTOR

2006 - 2007

Xerox Corporation, Germany (Integrated Account Management and Central Services):

Mainly responsible for Customer Retention, Corporate Resellers, Marketing, Customer Satisfaction and the Bid & Tender Centre. Reporting to the Country CEO.

- Integrated the Account Management for top 25 Customers, with strict cross-silo governance and reporting, (the 3 discrete divisions was not finding synergy optimally across the Corporation).
- Won 16 tenders worth \$165m after building a 'Bid & Tender Team', and creating a satellite to the European Hub. This significantly streamlined and quantified the 'bid / no bid' process, and eliminated many futile efforts and risks.
- Reduced marketing costs by 30% whilst improving the quality of marketing by creating a Central Marketing function.

GLOBAL ACCOUNT GENERAL MANAGER

2000 - 2005

Xerox, Europe:

Responsible for one of the top 20 Global Customers, selling the entire Xerox portfolio. Managed a global virtual team.

This responsibility encompassed a total Global annual revenue of just over \$35 million.

- **Signed one of the largest solution deals in the history of Xerox Europe worth \$78 million.** This 5 year contract encompassed many innovative and unique Global solutions across hubs in Germany, China and Brazil.
- Overachieved Global targets on average with 131%
- With extensive focus on the relationship map for about a year, brokered a successful CEO-to-CEO level summit in 2005. This summit involved almost the entire Xerox European Board, the Global Xerox CEO and the appropriate counterparts at the Customer. Opportunities in excess of \$100m were identified and sponsored from both companies.

SENIOR VICE PRESIDENT

1998 - 2000

Siemens Nixdorf, Philippines:

Siemens Business Services and Information and Communication Products within Siemens.

Initially carried out the services of the Financial Director of the local subsidiary, Solved compliance and ethical irregularities and staffing issues. Thereafter orchestrated the company the turnaround, the culture change, style of management albeit communication change. The subsidiary started off with revenue of almost \$30m and 80 associates. Within two years grew company to almost \$60m of revenue and approximately 150 professionals. After HQ decision, wound-down the business which entailed the selling-off of selected business divisions and the retrenching of over 120 associates.

- Grew the company from \$30m to almost \$60m and from 80 to just over 150 associates.
- Opened up the call centre business that is still a major global hub at Siemens today.
- Went through cycle of building up a business and deliver the difficult winding down and closure of a business, which included selling off business elements worth just over \$8m.

EARLY CAREER SUMMARY (1980-98)

Strategy Director	Siemens AG, Munich, Germany, (redesigned the Procurement processes)	1996-98
Change Agent	Siemens Business Services, Paris, France (created a local subsidiary in France)	1995-96
Applications and Services	Manager, Siemens Nixdorf, Germany (implemented international centres)	1993-95
Financial Controller	Siemens Nixdorf – Munich, Germany (Managed merger in Northern Europe)	1991-93
Branch Manager	Siemens - Cape Town, South Africa (Managed regional sales branch)	1987-90
Product Manager	Siemens - Johannesburg, South Africa.	1986
Support Group Leader	Siemens - Johannesburg, South Africa.	1983-85
Consultant	Siemens - Johannesburg, South Africa.	1980-82

ADDITIONAL INFORMATION

Associations and Community Service:

- Past President of the Home Owners Association - Johannesburg, South Africa (1996, 1997, 1998)
- Past President of the Association of Round Tables - Cape Town, South Africa (1998)
- Past President of the World Council of Round Tables President's Banquet - Cape Town, South Africa (1999)
- Member and Circuit Speaker SAMA (Strategic Account Management Association – Global (2008-Present)
- Founder of the Wine Connoisseur Club – Louveciennes, France (2009)

Personal History: Born in South Africa to a Welsh Father and French / Dutch Mother

Nationality: Holds a French passport. Parallel citizen of South Africa

Languages: English, German, French, Afrikaans. Dutch / Flemish (Basic)

Military Service: Completed Military Service (Full Lieutenant)

Extra Mural Activities: Scuba diving, skiing, photography, travelling, cycling and golf.

