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SUMMARY:

A Highly resourceful, experienced **IT Director and Entrepreneur** with board level experience, combining innovation with a commercially sound outlook, possess strong leadership, communication and IT skills builds key relationships between suppliers, staff, customers and group companies unlocking value in products, services and businesses. Achievements include innovations in the sports and press industries that have shown over 40% savings in photography budgets, and opened up new product lines worth an estimated £1m. Now seeks to use his skills where his vast experience could be a significant advantage to any forward thinking, progressive organisation.

EMPLOYMENT HISTORY:

Winters Web Ltd - Aug 2006 to Date

Winters Web is a web agency without the expensive agency fees, I own the business and count among my clients ITV, The Downs Syndrome Assosiation and the St James Trust I am also IT and Web advisor to the Duke and Duchess of Rutland providing support and advice on their many business ventures including the Belvoir Castle.

The Press Association (PA Photos division)

Aug 2000 – Jun 2006

The UK's national news agency, supplying news and information to the press. (incorporating Empics Ltd since 2004)

IT Director

(Feb 2001 - Jun 2006)

Promoted to IT Director after demonstrating leadership in all areas of the business that related to IT as well as looking after the day to day complex photography planning departments.

- Researched, communicated and implemented a move to a datacenter bringing 99.999% uptime while also demonstrating a saving of 100k.
- Identified, refined, and integrated a new telecommunication system that provided better customer care, while saving on phone call costs by 80% year on year.
- Formulated, calculated and presented new products from existing assets worth an estimated 1 million a year.
- Invented, produced and specified a photography system that won Vodafone's 'Best Made for Mobile Infotainment for Sports & News Content' prize in the 2007 Global Mobile Awards, saving 40% of the photography budget.
- Co-ordinated, consulted and streamlined the support teams to provide cover for a new product while providing better customer care (customer satisfaction survey showed 9/10 from 7/10 previous year)
- Organised, managed and installed a live web cam service taking up to 2 million web visits a day for the duration of the Open Golf Championship
- Identified, improved and installed a BGP enabled Internet infrastructure, that eliminated Internet downtime due to supplier failure while adding no cost.
- Specified devised and delivered a photography management solution to UEFA, for all soccer and event photography saving them on average 100k per year.

Project manager

(Aug 2000 – Feb 2001)

Recruited to head up print sales department and to provide systems and support that would lead to increased sales.

- Assessed, developed and integrated an e-commerce system enabling photo sales to the consumer, delivered to over 90 soccer clubs including Arsenal, Liverpool, Man City - which gave a 70% increase to picture sales.

EMPLOYMENT HISTORY (CONTINUED):

TDK Business Technologies

Apr 1994 – Aug 2000

Division providing storage and internet solutions to both education and commercial sectors

IT Manager

Responsible for developing new product lines, and providing new internet systems for commercial application.

- Devised, installed and trained on a new system that allowed pupils to have and share their own online e-portfolio helping the pupil parent relationship.
- Designed built and attended a stand at the 4 yearly packaging main event PACKEX at the NEC, creating a video presentation of packaging.co.uk and on stand business development leading to a 30% increase in sign up.

Compute Accommodation

Jan 1992 – Apr 1994

Estate and letting agents including property management services

General Manager

Responsible for the day-to-day management of lettings providing good customer service to tenants and landlords

- Formed, negotiated and ran a system for standardisation of rents and rent increases, that achieved a 70% take up among landlords and gave a 3% increase in profits.

Hyperama

Dec 1990 – Dec 1992

Leading wholesaler specialising in the supply of quality produce to the retail and catering markets

Cash Office Clerk

Responsible for large sums of money in cash, its safe handling and customer satisfaction whilst maintaining complete accuracy.

- Suggested, proved and presented a new process for cashing up, which cut cashing up time by 30%.

Palmer & Harvey

Mar 1989 – Dec 1990

The UK's leading independent and national wholesaler of confectionery, chilled & frozen, grocery and convenience goods.

Warehouse Operative

To perform warehouse duties that included the picking and packing of orders

- Reviewed, reorganised and decreased time taken to pack orders delivering a more streamlined operation.

KEY SKILLS:

Leadership: Influencing and motivating, mentoring, delegation, and team building. **Strategic Analysis:** evaluating. **Problem Solving:** learning, forward planning, benchmarking, key performance indicators. **Innovation:** ideas development, entrepreneurial, delivering results, initiator, fresh thinking, profit improving, marketing. **Communication:** improving customer relations, trust building, keeping teams informed and motivated. **Negotiation:** commercial, persuading, business development, increasing repeat business, expanding existing contracts. **Research:** technical solutions, return on investment, total cost of ownership, legal, markets and new opportunities. **Presentation:** board meetings, informing the customer, pitching for new business and expanding existing business. **Operational Management:** empowering teams, process revolution, continuous improvement

PROFESSIONAL TRAINING / QUALIFICATIONS

Red Hat Training RH033 Linux	2000-2001
Red Hat Training RH133 System Administration	2001-2002
New Horizons Computer Learning Center advanced NT4 End User	
Email & E-commerce Law	
Glaisdale Comprehensive School, Nottingham	1984 - 1989
GCSE : 8 subjects including Mathematics, English Language, Physics, French	

INTERESTS

I enjoy sailing and kayaking and have achieved RYA (Royal Yachting Association) levels 1 and 2 among my other interests are chess, travel, reading and a keen interest in all forms of motor sport.