

Andrew Brown CEng. MIET

An experienced Chartered Engineer, Operational Director, Chairman, Business Mentor and with a proven track record in startup and multi-national organisations in technology and consultancy sectors.

Strong analytical skills and wide experience in business management, operations, change management, business development, business restructuring and consultancy in the UK, Europe and Far East and with both established multi-national corporations and start-up organisations.

Previous roles/engagements include CEO of an SME business development company, Director of market development company for innovative technologies, Director with P&L responsibility for the European Consulting practice for Alcatel-Lucent Technologies: Consulting Director with a Telecommunications Consulting Practice: Executive Chairman for a start-up mobile technology company, CEO for a startup renewable energy technology company.

Key Skills

- CEO
- Chairmanship
- Director
- Chartered Engineer MIET experienced in developing technology companies
- Company startup and financing
- International operations and team management
- Experienced Director in large Corporates and startup companies
- Business development
- Business Mentor
- Consultancy
- Communication skills

Recent Achievements

- Business mentoring with primarily technology based companies to drive business growth
- CEO for a business development company working with SMEs primarily in Medical Devices, IT, Information Security, Renewable Energy sectors
- CEO for a startup renewable energy company
- Exec Chairman for a technology/mobile publishing company
- Successful (strategy, company structure, market and product direction) business mentoring of a number of startup companies
- Alcatel-Lucent (European Director of Services) - Delivered annual sales revenue of \$76m+ and transformed profitability from break-even to 24%+
- Successfully led a number of large scale M&E Change management projects after company acquisitions

Career Profile (– significant roles)

XSA Ltd – Director

Ongoing

Working with innovative technology companies in many sectors (e.g. Medical Devices, IT, Information Security, Renewable Energy) with clients including Health Service providers, Financial Services, Safety/Security organisations.

My services are broadly in business modelling, company strategy, company management, business development internationally.

Syncreate Ltd – Managing Director

2014 – present

Syncreate works with technology companies in information security (Cyber Crime) analysing and addressing the needs of the Financial Services sector.

Growth Innovators Group - CEO

2010 – 2013

A company comprising senior executives and an international network of Associates working with growing, innovative technology companies to expand their markets and to facilitate funding.

Carbon Zero –CEO

2009 – 2013

An innovative renewable energy technology company holding patents in energy storage systems.

- Company strategy, raising investment, business planning

Seen Mobile Media Ltd – Exec Chairman

2005 – 2011

Seen Mobile Media provides a publishing capability and innovative mobile technology to enable mobile cellular network distribution of content. Services are designed for Enterprises to enable publishing of mobile services.

- Exec Chairman, Raising investment
- Company Strategy and business planning
- Operations, Business development, company operations

Almondsbury UK Limited – Director

2005 – 2007

Retail store chain providing a range of business services (International shipping, PC services, Printing, Graphical work) and software development of a marketed shipping system.

- Skills: Retail chain management, retail strategy, software specification and software development.

Tamarix Consulting Ltd – Consulting Director

2003 to 2004

Tamarix is a Telecoms focussed consultancy practice based in Cambridge, UK.

- Skills: Business development, strategy and consulting

Lucent Technologies – Director

1998 to 2003

A global American Telecommunications Corporation - Director of the European Consultancy Division comprising 350 consultants in 7 countries

- Directed the European Professional Services Practice. Delivered annual sales revenue of \$76m+ and transformed profitability from break-even to 24%+
- Skills: Directed a restructuring programme for the Services organisation of Lucent Technologies re-defining the US\$400m per annum service business in Europe increasing operational efficiencies, revenue by 15% and profitability by 5% additionally increasing customer satisfaction.
- Change management: Led two major programmes of re-structuring and change management for the European services business following the merger and acquisition of two companies (Ascend and INS). Addressed cultural change issues and delivered an increased customer focus, revenue and internal efficiencies thereby increasing profitability.
- Directed business strategy, revenue growth and profitability for the Central European region based in Frankfurt reaching \$9m+ turnover within 1st year with Deutsche Telekom, ARCOR and QSC.

- Directed the European Bids and Proposals team for high value projects.

DMR Consulting Group Ltd – Associate Director

1997 –1998

A Canadian Management Consultancy company operating in the UK (Part of Amdahl group).

- Change management: Led a project to redefine the role of DMR after it was acquired by Amdahl and later Fujitsu rationalising portfolio and organisational structure.
- Led a successful consultancy project with the twelve UK clearing banks and the Bank of England to change their process for the interchange of cheque information. Achieved consensus and agreement benefiting all UK bank customers by a reduction in costs, increasing efficiency and a potential saving of up to a day in bank processing times.
- Responsible for Consultant training on DMR consulting methodologies including strategy, change management and programme management.

Telematics International Ltd – General Manager

1984 –1996

A data communications company designing, manufacturing international wide area network communications equipment.

- Directed the Asia Pacific rim operations for Telematics International analysing the business opportunities by country and defining reseller and distributor strategy growing turnover from \$1m to \$90m in 3 years. Set up a Singapore office as the Asia Pacific HQ.
- Initiated and led the customer service and training division for Europe providing services and defining processes resulting in increased customer satisfaction and a growing revenue of \$3m after 2 years of operation.
- Responsible for product definition working with Development and Manufacturing.

British Telecommunications plc – Executive Engineer

1973 to 1984

- BT International: Led the project team defining the specification for a new international gateway exchange, international supplier evaluation, contract adjudication, testing and commissioning. Project, initial phase worth approx £15m, delivered on time and to budget.

Education and professional background

- C.Eng. Chartered Engineer – The Engineering Council
- MIET
- BSc (Hons) Electrical Engineering & Mathematics – Reading University

Contact details

7 Parkhurst Fields, Farnham, Surrey, GU10 2PG, UK
Mobile +44 (0)7876 757753
andrewnb@btopenworld.com