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Simon Davies

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| Experience | **August 2013 to date SD Industries St Cannat, France**.  Owner and Director of my own VAT registered limited French company established to offer consultancy and contract services for Bid Management and Presales Support into the telecoms and other industries.  I am a highly commercially aware senior manager with a technical background, having been responsible for many aspects of business ranging from corporate presentations through contract negotiation, M&A, sales and partner management as well as managing and selling product lines and managing international presales and bid management teams.  My Bid Management and Presales experience has covered hardware, software and solution selling primarily to large and very large organisations such as tier 1 telecom operators.  I am very effective in front of customers from C level downwards, and I have been instrumental in closing many deals.  Chair, presenter, moderator at various MVNO events worldwide. Bid Management services to both create and manage offer process as well as contracting for tailored responses.  Recent short term consultancy and contracts include:  **Luxembourg Telecoms Ministry (SMC), Bid Director, April 2019-October 2019**  Creating and managing RFP for 5G trials. Working with the senior department officials and elected representatives up to the Prime Minister. Managing team of 6 working on the bid & bid processes.  **CreditPilot, Cyprus, PreSales Director, Jan 2018 - today**  Supplying Presales and Bid Management and other services to CreditPilot.  **Crystal ASP, Dublin, VP Business Development, Feb 2018 – Dec 2019**  Supplying Business Development services to Crystal ASP on an interim basis.  **International Telecoms Union (ITU), Switzerland, Special Services Consultant, June 2018 – Oct 2018**  Supplying consultancy services for MVNOs to the ITU.  **Teleena, NL, Senior PreSales Manager, March 2017 – Dec 2017**  Teleena supply a complete MVNE platform to MVNOs as a managed service (SaaS) enabling them to focus on their core commercial and marketing strengths, leaving the technology to Teleena.   * Responsible for all presales/technical sales responses worldwide * Senior Bid Manager responsibility for technical and commercial responses to RFI/RFPs to MNOs & MVNOs (mostly T1/2) for pre/post paid full core network solutions including BSS/OSS as well as IoT, remote satellites, OTA, OTT, etc * Technical and commercial presentations to customers for sales and presales support * Supporting activities of the newly formed IoT group involving GSM, LoRa, WiFi and other connectivity methods as well as integration with 3rd party (Cerillion) Billing & BSS |
|  | **August 2011 to February 2017 Elephant Talk/Pareteum Amsterdam, NL**  **PreSales Director, Senior Business Consultant, Sales Team Director**  **(Based out of home office in Southern France, consulting via SD Industries eurl)**  Elephant Talk (ETAK) supply a complete MVNE platform to mobile operators as a managed service (SaaS) for MVNOs installed separately from their core network for voice/data and for M2M.  They changed their name to Pareteum during 2016 as a result of ownership and board changes.   * Responsible for all presales, business consultants and bid management team for Elephant Talk worldwide * Interim director of sales team, responsible to the CEO for reporting, guiding and managing the team * Technical and commercial responses to RFI/RFPs to MNOs (mostly T1/2) for pre/post paid full core network solutions including BSS/OSS as well as alternative solutions including M2M, remote satellites, OTA, OTT, etc * Post RFP activity including Customer journey, SIM and customer life cycles, Bundles and promotions, definition of Integration with external systems and Contract definition and negotiation. * Heavily involved in successful bids including Iusacell (Mexico) and Axiom (UAE) * Technical and commercial presentations to customers for sales and presales support * Involved in strategic company operations (Company acquisitions, proposed company strategy) * Responsible for introduction of SalesForce and associated processes and C level reports * Managed all commercial and financial aspects of RFP bids including RoI * Heavily involved with contract analysis, negotiation and completion |
|  | **April 2011 to August 2011 Miyowa Marseille, France**  **VP - PreSales**  Miyowa offers a social network and instant message aggregation solution for network operators, reducing network data traffic and improving subscriber battery life. It also allows targeted advertisements to be sent to mobiles.  Departed as a result of the sale of Miyowa.   * Responsible for the Global PreSales & Bid Management team supporting the sales force selling to network operators and OEMs * Produced documentation, technical responses, presentations and commercial support * Provided backup to sales during customer visits. |
|  | **Oct 2006 to April 2011 eServGlobal Paris, France**  **Product Director – Value Added Services** (July 2010 – April 2011 )  eServGlobal was an international company with a wide portfolio of products in the call control, mobile payments and provisioning areas, selling to major telco operators operating with fixed, mobile and NG networks. Departed due to mass redundancies (Plan Sociale).   * Responsible for the Product Management and direction of the VAS portfolio following the sale of the Charging product line as well as sales support/presales for the portfolio. * Product portfolio included PCRF Policy Control, MNP and Mobile Advertising solutions. * This was a technical and highly commercial role, ranging from defining the product strategy and detailed developments through to technical and commercial presentations to Cx level and below. Also included a significant element of Technical Sales and Business Consultant activity, aiding RFP/RFI responses and subsequent follow up presentations. * Responsible for cross-product managers within the department   **Product Line Manager/Senior Presales - Charging** (November 2009 – June 2010 )   * Responsible for the Product Management and direction of the Charging line of products including prepaid solutions for wireline, wireless (GSM, 3G, CDMA, WiMAX, etc), IPTV and other technologies covering all aspects of voice, SMS and data delivery as well as billing, OSS/BSS aspects.  Additional responsibilities for technical sales aspects of the Charging products, aiding in RFPs and presenting solutions and responses (in both French and English) to all levels from management to C-level. * Convergent billing solutions for pre-paid and postpaid deployments are also included in the product line. * Integration with other product lines especially mobile money and money transfer * Additional focus on niche areas including Policy Rules, mobile banking integration, NFC integration. * Responsible for cross-product managers within department.   **Product Line Manager** (Mar 2007 – October 2009 )   * Responsible for the Call and Session control applications within the eServGlobal portfolio. * Responsible for cross-product managers within Product Management department. * Especial focus on Number Portability (LNP, MNP) and cross network functionality (ENUM, IMS, GSM, TDM) as well as VAS such as VPN, VPBX and integration into the billing and charging platform. * Providing product expertise during the bid and sales process throughout the world including presentations at all levels from Cx downwards. * Offering a mid term view on the product portfolio as well as, short term actions. * Presenting at telecom events including seminars and workshops * Experience of long term, high value telecoms sales (>5M€, > 1 year)   **Technical Sales Manager/Business Consultant** (October 2006 – Mar 2007)   * Highly commercial Presales/Business consultant support for sales team within the Value Added Services platform in the Telecoms marketplace. * 'Reactive' sales and presentations and demonstrations to customers. * Knowledge of applications in the Value Added Services marketplace * Knowledge of telecoms interfaces e.g. SS#7 INAP, GSM, ISUP, Parlay, SIP |
|  | Nov 1999-July 2006 **Infitel** Nieuwegein, NL  Senior Presales/Business Consultant  Infitel was a startup company that supplied telecoms software for value added services such as prepaid solutions, premium rate numbers and number portability to tier 1 and tier 2 telcos across the world with a direct and indirect (with Siemens, Ericsson, HP etc) sales model.  My principle responsibilities were:   * Managing the internationally dispersed presales team * Acting as an extremely commercially minded technical sales manager * Led Bid Management for technical and commercial responses to major RFQs & RFIs * Acting as part-time product manager * Presentations to technical level through to C level * Acting as a ‘reactive’ salesman where no account manager is present * Knowledge of applications in the Value Added Services marketplace * Knowledge of billing and charging solutions both internal and external * Knowledge of telecoms interfaces e.g. SS#7 INAP/CAP, IMS/SIP, OSA/Parlay, GSM, ISDN, RADIUS, Diameter * Experience of long term, high value telecoms sales (>1M€, > 1 year) * Experience of setting up a presales organisation for a start-up company |
|  | May 1996-October 1999 **Vicorp UK Ltd** Slough, UK  Senior Business Consultant  Vicorp supplied telecoms software for value added services to tier 1 and tier 2 telcos across the world with a direct and indirect (with HP, Tandem/Compaq, etc) sales model.   * Preparation of substantial RFI/RFQ responses, direct contact with local organisations * Management of EMEA presales team * Presentations at commercial and technical level * Knowledge of Value Added Services (VAS) market * Knowledge of many telecoms interfaces especially SS#7 INAP, OSA/Parlay, GSM * Acted as ‘reactive’ salesman where no account manager was present * Wrote proposals to requirements specifications |
|  | February 1995-April 1996 **GN Rathdown Ltd** Ascot, UK  Export Sales and Marketing Manager  The company designed and manufactured a range of indoor, coin operated payphones and control systems.   * Contract negotiation and agreement * Arrangements for export of goods including shipping terms and Letters of Credit * Worldwide marketing and sales responsibilities. |
|  | January 1992-January 1995 **Telspec Ltd**. Rochester, UK  Export Sales Manager  The company designs and builds telecommunications equipment for the public telecom networks of the world such as British Telecom and Deutsche Telekom   * New market creation * Tender and RFQ responses within long term high value telecoms sales process. |
|  | May 1988-Jan 1992 **Vermont Research Ltd**. Leatherhead, UK  European Sales Support Engineer and French Sales Manager  The company designed and built DRAM based solid state disk drives intended as plug compatible replacements for mechanical disk drives that are either obsolete or are unable to work reliably in harsh environments   * Responsible for entire French export marketplace |
|  | Aug 1984-Apr 1988 **Columbia Automation Ltd**. Windsor, UK  Electronics Design Engineer  Designed hardware/software solutions for the company’s in circuit Automatic Test Equipment. Successfully designed solutions for IBM to test their PC-AT and Airbus’s flight control computers. |
| Education | 1980-1984 Plymouth Polytechnic (Univ. of SW) Plymouth UK   * BSc (with commendations), Electronic Engineering. * City & Guilds Radio Amateur licence (G1MMB). |
| Languages | **English** (Mother Tongue)  **French** – spoken: Very fluent, Can hold technical and social conversations with French nationals at normal speed.  **French** – written: Fluent, Can read and understand the language (including newspapers)  **Dutch** – Spoken: limited, can hold simple conversations  **Dutch** – Written: Limited but improving, can read a percentage of newspapers |
| Personal Details | Marital state: Married (no dependants)  House owner, full driving licence, Dual nationality (UK/FR). |
| Interests | Care and restoration of several classic cars, cycling, vegetable gardening, skiing, light engineering, 3D printing |
| References | On request from former CEOs, Sales Directors, and other former colleagues.  See also www.LinkedIn.com for additional references and endorsements and [www.sd-industries.net/home/professional/](http://www.sd-industries.net/home/professional/) |