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| Nick Chislett  Sales VP/Director | Rutland, UK • [linkedin.com/in/nick-chislett-65b0731/](mailto:linkedin.com/in/nick-chislett-65b0731/)  [nickchislett@me.com](mailto:nickchislett@me.com) • 07515 505925 |

*Manager & Leader / Internationally Experienced / Profitability & Revenue Growth / New Business Development/*

Extensive experience of managing Multi-skilled Global Teams / *Experienced Negotiator*

Accomplished and commercially minded executive with comprehensive experience in directing all aspects of sales, business growth, and marketing. Solid track history of infrastructure, building technologies, energy efficient solutions, and mobility throughout sale process. Recognised as consultative selling expert with demonstrated ability to grow, develop and promote business through marketing, public relations and special events; comfortable in B2B and multiple-level sales processes.

Capable, in either Interim or Permanent from, of defining business mission and integrating resource strengths to deliver impeccable performances. Strong communication and interpersonal skills combined with the proven ability to build robust relationships and effectively manage competing demands result in the achievement of challenging goals.

Areas of Expertise:

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| * Management & Leadership * International Management Experience * Problem Solving * Relationship Building * Portfolio/Regional Sales Management * Stakeholder & Customer Relationship * Contract Review & Negotiation * SPIN/Holden Powerbase Trained * Private & Public Sector Experience * Exceeding Revenue Targets/Goals | * Sales & Marketing Initiatives * Business Strategy * Executive Consulting & Coaching * Digital Solutions & Services * Management of Multi-skilled Global Teams * Staff Training, Development & Recruitment * Personal Drive & Vision * Complex Sales Experience * SaaS/Cloud/Software Business Development * Pre-IPO & Start-up experienced |

Professional Experience

**STARTUP FluidStack – Shoreditch, EC1**

**Non-Executive Director (2017 to Present)**

*FluidStack orchestrates a proprietary network of tens of thousands of servers around the world to enable market leading transcoding speeds - up to 100x real time. Additionally, we have thousands of servers distributed in countries around the world, putting us closer to endusers than anyone else. We ensure rapid video delivery regardless of geography and with ultra-low latencies our distributed infrastructure out-performs most legacy video players in the market.*

Deliver commercial and operational support in streamlining project operations and achieving organisational objectives. Increase sales and organisational performance through POC and prospect management and global sales build prior to 2nd round funding/2019/20. Set POC’s in Q2 in effective co-ordination with several global media corporations and Indian and Nigerian content providers – ZeeTv & Iroko.

***Selected Contributions:***

* Hired to advise/mentor founders, predominantly around commercial, operational and business facing elements. Responsible for co-design of sales collateral, SLA, QoS and formal contracts. Responsible for direct sales as the company rolls out global services 2019/2020. Will be actively involved in the 2nd round ($20m) funding pitch in Q1 2020.

**Laxton Consulting – Uppingham, Rutland**

**CEO (2014 to Present)**

*Deliver strategic direction and leadership to senior management teams as well as effective training, for increased productivity and performance. Provide effective consultation and positive influence to facilitate business turnaround with increased revenues and increased bottom-line.*

***Selected Contributions:***

Assisted many startups and established SMB companies with sales presence and crisis management.

**STARTUP Mainstreaming.tv – Milan, Italy**

**Interim VP EMEA Sales (2017 to 2018)**

*Established and managed all aspects of mainstreaming.tv brand in EU. Developed Q1/Q2 sales pipeline in excess of $5M with NewsUK, B4UNetworks, XITE, and M2M. Organised and chaired discovery meetings and POC’s with Discovery Channel, ITV Sport, DailyMotion, RedBee, VuTV, All3media, Vubiquity, Endemol Shine, Global Media, and Bauer Media.*

***Selected Contributions:***

* Responsible for all sales collateral, global pricing and go to for all sales/commercial aspects, analyst dealings and PR.
* Responsible for setting Yr 1 sales strategy & targets.

**Ericsson – San Jose, CA**

**Ericsson UDN VP Media Sales (2016 to 2017)**

*Secured $690k new business in 1st year from a cold start. Led the partnership sales team to secure relationships with global Content Providers – BBC, BT, C4, Channel 5 and Global Media.*

***Selected Contribution:***

* Leveraged disruptive CDN technology and innovative routes to market to expand the Ericsson SaaS Media portfolio.
* Ran a regional sales team with the associated management responsibilities.

**Speedchecker Ltd – Dublin, Eire**

**VP Sales (Interim) (2016)**

*Hired to increase global footprint, increase global revenue and be the point guy for all commercial dealings. Placed Speedchecker as test partner for several Tier 1 network providers and mobile providers.*

***Selected Contribution:***

* Delivered active functional support in raising profile, closing quick win business, and selling SaaS based mobile performance directly against Catchpoint and Keynote/dynatrace.

**Highwinds – Winter Park, FL**

**Commercial Director (Interim) (2015 to 2016)**

*Re-hired to turnaround failing region. Secured $500k baseline revenue and secured $720k new business (5 new accounts).*

**Limelight Networks – Tempe, AZ**

**Business Development Director (Interim) (2014 to 2015)**

***Selected Contributions:***

* Improved EMEA sales and developed a structured LOB to complement the established and successful NA region.
* Responsible for EMEA & Eastern NA sales teams.
* Identified and secured quick wins, including Anyclip, C4, Psiphon, Xite, and many quick win EU based media and retail new logos.

*Additional experience as* ***UK MD (Interim)*** *(2014 to 2015) at Mirror Image Internet,* ***Sales Director*** *(2012 to 2014)* ***Country Manager UK MEA I*** *(2010 to 2012) at Keynote Systems Inc,* ***Regional Sales Director Europe*** *(2006 to 2009) at Mirror Image Internet),* ***Director-Europe*** *(2004 to 2010) at Mirror Image Internet,* ***European BDM*** *(2001 to 2004) at ADC,* ***European BDM*** *at GADC (1996 – 2000).*

Sales Awards

**1999 GADC - Over-Achievers Club $375k MCI-Worldcom. E1/E3 European Metropolitan Network.**

**2001 ADC - Gold Status $6.1M MCI-Worldcom. ATM/FDDI Appliance deal.**

**2007 Mirror Image - Commission accelerator for £145% target over-achievement.**

**2012 Keynote - Presidents Club $690k Financial Times. Largest ever deal in EMEA.**

**2015 Mirror Image - Commission Accelerator for 121% target over-achievement.**

Professional Training

**The Cloud, Cloud Servers, CDN v2, Managing Change in a Shrinking Space, OTT/CMS –who needs it? VoD & Live Streaming for Business, DRM, Managing & Selling in Europe / Target Account Selling –Holden Powerbase, SPIN / Various technical courses –ATM, FDDI, E3/T3, CDN, UTM, Network Security, Edge Computing, Web Analytics, CE, SaaS, Cloud, Mobile, Mobility, ALM, Browser technologies, Web/Mobile/Cloud/App Testing & Measurement, Load Testing, WPM, Customer Experience in the Cloud, AI, IoT, Blockchain basics.**

***International References and P60 Proof of Earnings available.***