AKIN ADAMSON

Tel: +971 50 339 4517 (Dubai, UAE); +44 7717 684 035 (London, UK);

Email: akin.adamson@gmail.com; LinkedIn: www.linkedin.com/in/akin-adamson/

# EXECUTIVE SUMMARY

Akin is an experienced executive with a 25+ year successful track record of building international businesses. He has broad sectoral experience covering Transport, Environment, Energy, ICT and Telecommunications. He combines a strategy background with business development and operational management skills. His international experience stems from having lived and worked in the UK, Australia, the Middle East and the US, developing a strong network of relationships and partnerships.

# KEY SKILLS

* Growth strategy formulation and implementation • Business development and client relationships
* Operational management and delivering results • Building successful partnerships and alliances
* Financial management - revenue and profit • Team building, coaching and leadership skills

# LEADERSHIP ROLES

## 2018 – Present Ricardo Energy & Environment, Regional Director Middle East

* Leads Ricardo Energy & Environment’s ME business – with offices in the UAE, KSA and Qatar
* Responsible for delivery of Energy, Waste, Air Quality, Water and Policy offerings in the region
* Quickly built a sales funnel of £10m+, much of which was with new clients
* Delivered over £1.5m of consulting sales in FY19/20 and £2.5m in FY20/21

## 2017 – 2018 BPC Plus, Interim CEO Middle East

* Appointed as Chief Executive Officer to establish core processes and grow this recent start-up
* Delivered a $9m Information & Cyber Security strategy for Qatar Petroleum
* Business development to quickly build a $6m sales pipeline and new client base

## 2012 – 2017 Transport Research Laboratory (TRL), Regional Director Middle East

* Led and built an operating model for TRL’s ME businesses in Dubai, Abu Dhabi and Qatar
* Grew a sub-£1m a year start-up into a £3.5m+ turnover business in 3 years
* Delivered mobility, infrastructure & sustainability consultancy to public & private sector clients

## 2009 – 2012 Nokia Siemens Networks, Global Practice Head Middle East/Global

* Established and led the global Revenue Generation consulting practice
* Worked with operators to identify and realise new revenue from their technology investments
* Delivered €6m of “revenue growth” consulting sales in 3 years, as well as 3rd party partnerships
* Supported global account teams to sell and deliver €10m+ technology deals

## 2006 – 2009 Telstra, Director Commercial & Contracts Australia

* Accountable for Telstra’s indirect sales channels: shops, dealers and call centres
* Delivered over $5bn of revenue by managing a $1.4bn budget ($500m of sales commissions plus $900m of handset cost of goods sold) – with a team of over 60 cross-functional personnel
* Led Telstra’s transformation of its go to market processes for launching new products & services

## 1998 – 2006 A.T. Kearney, Senior Manager Europe, US & Australia

• Led teams of board level executives to successfully develop new strategies and implement change • Managed major client engagements (on time and to budget) and senior client relationships

EDUCATION

**2003** University of Michigan – **MBA** (sponsored by A.T. Kearney) **US**

**1992 - 1993** London School of Economics (LSE) – **MSc (Econ)** Operational Research **UK**

**1988 - 1992** Middlesex University – **BSc (Hons)** Mathematics for Business **UK**

ADDITIONAL PROFESSIONAL EXPERIENCE

**2011 - 2014** **HEC Paris in Qatar, Business School Advisor** **Qatar**

* Coached Executive MBA students on both group and individual strategy projects

**1993 – 1997** **London Business School, Research Associate** **UK**

* Ran a series of electricity capacity planning research projects for the UK power industry
* Conducted research into “An OO Framework for Mathematical Modelling”

# MEDIA AND CONFERENCE WORK

* Interviewed for expert content in titles such as the Wall Street Journal, Forbes, Gulf News, Arabian Business, MENA Herald, UAE News 247, Logistics News and Esquire Magazine
* Participate as a chairperson, presenter and/or panellist at a wide range of international transport & sustainability conferences such as WEFES, GITEX, World Automotive and Smart Mobility

ADDITIONAL INFORMATION

**Awards** ⚫ Atlantic Trust Bursary to undertake research in Japan

**Languages** ⚫ English (native)

**Nationality** ⚫ British and Australian; Currently resident in the UAE