

PAUL BEAUMONT
NON-EXECUTIVE DIRECTOR

CONTACT

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PROFILE

I drive revenues and profits in start-ups and turnarounds and increase stakeholder value.

Accomplished 'C-Level' Executive with 35 years' experience in the IT sector (Hardware, Software, Services, Telecoms) including 30+ years as MD, CEO in SME to blue chip companies in B2B, B2C, direct and indirect. 32 years' experience of running complex Global P&L's including R&D, Manufacturing, Professional Services and Support. Initial background as a high performing Sales Executive, Sales Manager and Sales Director – "passionate about sales and marketing and customer satisfaction".

Proven problem-solver and start-up, turnaround and hyper-growth specialist with a successful track record of introducing measures to increase profitability, long-term growth and shareholder value. Immense global experience gained in UK, Europe, Middle East, Africa, Asia Pacific and the Americas. Now providing consultancy services to SME's across a wide range of markets and sectors who are facing difficult / turnaround issues or looking to grow or internationalise their business / prepare for a sale or exit.

A certified MD / CEO coach and mentor (all sectors and markets) for the Leeds LEP Strategic High Growth program. Extremely interested in Non-Exec Director roles anywhere in the UK / EMEA and Advisor / Consultancy roles in the UK and EMEA.

CORE COMPETENCIES

- Start-ups, turnarounds and hyper-growth – all markets and sectors
- Increasing revenues, profits and shareholder value
- Complex / Global P&L Management
- Sales & Market Penetration (direct and indirect routes to market, B2C, B2B)
- Major Contract Acquisition
- Internationalisation & Globalisation
- Corporate Governance & Board Representation

ADDITIONAL INFORMATION

- Holder of the IOD Diploma in Company Direction - Leeds Metropolitan University

CAREER HISTORY

Dates	Employer	Position
Aug 2014	ConsultPB Ltd.	Managing Partner

Management Consultancy providing advice and assistance to businesses operating across a wide range of markets and geographies.

- Specialising in start-ups, turnarounds, high growth and preparation for sale / exit, Non-Exec Directorships.

Dates	Employer	Position
Oct 2011 – Aug 2014	Salford Software Ltd.	CEO & Chairman from June 2013

A wholly-owned spin-out from Salford University – circa £5.5m revenue, 45 people. Core market Education and Public Sector.

- Restored business to profitability while managing sales and marketing directly in addition to role as CEO. Achieved a £1M turnaround to the bottom line in 10 months
- Enabled a satisfactory sale

Dates	Employer	Position
Dec 2008 – Oct 2011	FST Technologies Ltd.	Managing Director (Contract)

High-tech laser printer and technology/BPO business specialising in multi-channel customer communications (print, email, SMS, interactive and self-service portals, etc.) £5m revenue, 70 people.

- Recruited by VC owner to achieve turnaround; restructured business by reducing operating costs significantly
- Managed sales and marketing including winning Nectar Cards personally as a new customer, raising top line revenues from £4M/annum to £5M run rate
- Devised new strategy and approach for the electronic market
- Trade sale 2011

Dates	Employer	Position
Oct 2006 - Dec 2008	The Broadband Computer Company Ltd.	Co-Founder/CEO

Software start-up – end-user, private cloud based product.

- Led a group of (non-technical) entrepreneurs in raising funds and building a thin-client / subscription alternative to a PC / MS Office; raised £1.5M in the first round (Aug 2007) and built the business and product for the residential market

Dates 2005 - Oct 2006	Employer Inclarity Plc.	Position Chief Operating Officer (Contract)
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UK based alternative Telco with revenue of £25M (B2B)

- Increased sales of VOIP managed service by over 1,000% and increased inbound minute sales into the company's key market by over 3,000% in 12 months. Personally recovered a large contract (lost) in Middle East worth \$17M over three years while working in Iraq (during war) including additional revenue from hardware sales.

Dates 2001 - 2004	Employer Protek Group	Position Group Chief Executive Officer
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UK based telecom software and services global group operating in the OSS/BSS and network security areas; 80% was held by Warburg Pincus, (a New York based VC); revenue – \$33m, 700 people.

- Headhunted (by Warburg Pincus) to affect a turnaround after an aborted IPO. Business was losing £25m p.a.
- Joined as COO, assessed the business and drafted rescue plan prior to becoming CEO
- Appointed CEO, substantially downsized business and refocused sales and marketing on high growth markets to achieve both revenue growth and breakeven
- Led a management buyout and successful / profitable sale.

Dates 1999 - 2001	Employer ADC Telecommunications	Position Vice President and Managing Director
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A Minneapolis based designer of broadband solutions – hardware, software and services used predominantly by ILECs and CLECs, cable companies and ISPs. \$2.4billion revenues (USA centric)

- Managed start-up of sales, distribution and support organisation in all global territories outside North America and also managed an existing corporate manufacturing subsidiary based in Israel. Successfully grew start-up business to \$178M within two years

Dates 1997 - 1999	Employer Motorola Internet and Networking Group (ING)	Position Vice President and Managing Director – EMEA
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- P&L accountability over all operations across EMEA and a revenue stream of approximately \$250M and 350 people. Business was loss making; plan was to turnaround & sell – successfully achieved
- Increased revenues by 15.6% and restored profitability. Also managed the start-up of the cable telephony business in Europe
- Member of the European board

Dates 1990 - 1996	Employer Gandalf Technologies Inc.	Position UK Sales Director
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UK Managing Director/European Managing Director/President – Worldwide Sales, Marketing and Services

Canadian based Data Communications equipment manufacturer and services provider.

- Achieved turnaround of UK business prior to being promoted to UK MD.
- Consolidated acquisition of Infotron Systems (New Jersey) in EMEA
- As UK MD assumed complete P&L responsibility for a \$40M business and as European MD managed an \$80M business in UK, Holland and France
- Ran world-wide sales, marketing and services for global \$200M business while based in Ottawa, Canada

Dates 1987 - 1990	Employer Atlantic Network Systems	Position Various Director Level Positions/Group Sales Director
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Initially led successful Northern region start-up

Dates 1983 - 1987	Employer CASE Communications	Position Salesman/Area Manager/District Manager
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Top worldwide salesman (out of global team of 125)