Paul Fegan

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# PROFESSIONAL OVERVIEW:

An experienced and highly successful business leader with a proven track record of developing and implementing strategic plans to bring innovative services, products and solutions to market, managing client relationships, improving business operations and delivering sales.

Roles as a company director and senior management covering business operations, business development and sales management.

Focus has been on technology companies, improving business processes, company structure and sales performance.

**Board Membership and Advisory Positions**

Director – Mala Communications Ltd

Director – Utelize Communications Ltd

Advisor – Freetimers Ltd

Chair – Communications Management Association, Cross industry Billing Advisory Group

**SKILLS SUMMARY:**

**Business Development**

* + Experienced in developing new markets and new ideas for markets
  + Product innovation, services and solutions
  + Strategic business development plans

**Marketing & Product Management**

* + Development of new products and their introduction to market
  + Developed new channels to market to increase sales including direct sales & networking
  + Monitored economic & market fluctuations & competitor activity to create development strategy

**Operations Management**

* Managed operations to improve efficiency and productivity
* Developed strategic teams to improve accountability
* Delivered the full lifecycle of complex projects within agreed timescales and budget

**Commercial/General Management**

* Managed the interface between technical, business, operational & commercial functions
* Adept at analysing and evaluating business requirements
* Experienced consultant & negotiator with the ability to deliver presentations to senior management