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Entrepreneurial leader with record of commercialising early stage ventures and turning around SME. Proven across sales (B2B / government / private sector), commercial, operational and technical disciplines. Skilled at appointing high performing teams, securing partnerships and installing repeatable processes. Proven ability to bring clarity to ambiguous challenging business situations. Worked internationally and remotely with multi-cultural customers and teams. History of securing funding from leading investors – VC and corporate. Deep expertise in new energy and future transport sectors. Exceptionally persistent and resilient.

Achievements

- Commercialised two start-ups – energy storage hardware & transport logistics software.
- Co-founded BP originated energy storage start-up – sold technology to industrials group
- Rescued MIT backed start-up for investors – merged with Korean logistics group
- Turned around international port operator – acquired by emerging niche operator
- Created transportation & mobility consulting and system integration practice for UK PLC

Employment History

Kegler Current	<ul style="list-style-type: none">• Personal company since 2010 for interim assignments. E.g.:• Entrepreneur-in-Residence for UK's leading cleantech incubator ('19)• Due Diligence for VC (e.g. electric motor start-up) ('19)• Interim Operations Director for financial technology start-up ('14)
CRESS Systems CEO Sep 2014 - Mar 2019 UK	<ul style="list-style-type: none">• Energy storage technology start-up with technology from BP• Advanced manufacturing of energy storage for grid and industry• Secured investment - Seed and Series A from leading VC• Manufacturing partnerships identified and developed• Go-to-market strategy set and executed• Product proven and first customers secured – launched in maritime• Sold technology to industrials group (retained as Board Advisor)
Intelliport CEO (interim) Jan 2014 – Aug 2014 USA	<ul style="list-style-type: none">• Container shipping optimisation start-up with technology from MIT• Appointed by Founder & investors after project stalled• Product development roadmap reset• Hired new CTO and development team• First sales to international port operators• Merged with specialist logistics software business (Korea)
Portia CEO (interim) Jan 2011 – Dec 2013 UK	<ul style="list-style-type: none">• International port operations specialist owned by Port of Liverpool• Appointed by new investors to build sustainable profitable business• Delivery team strengthened with strategic hires• Won long term new business (Qatar, India, Bahrain and Saudi)• Settled two legacy contracts under dispute (India and Pakistan)• Turnaround achieved; new investor acquired business
BAE Systems Feb 2005 – Sep 2010 UK	<ul style="list-style-type: none">• Grew successful practice in future mobility and transport systems• Hired team and identified key growth areas• Won multiple new £m+ contracts – new and repeat clients
IBI Group Jul 1998 – Feb 2005 UK	<ul style="list-style-type: none">• Established UK intelligent transport systems practice• First UK partner• Created new core product line whilst working as managing consultant

Education and Memberships

M.Sc. Transport Engineering and Operations, University of Newcastle upon Tyne

B.Eng. (Hons) 2:1, Civil Engineering, University of Newcastle upon Tyne