

AKIN ADAMSON

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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
- Operational management and delivering results
- Financial management - revenue and profit
- Business development and client relationships
- Building successful partnerships and alliances
- 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 £20m+, much of which was with new clients
- Delivered over £1.5m of consulting sales in FY19/20, £2.5m in FY20/21 and £3.7m in FY21/22

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
	<ul style="list-style-type: none">Coached Executive MBA students on both group and individual strategy projects	
1993 – 1997	London Business School, Research Associate	UK
	<ul style="list-style-type: none">Ran a series of electricity capacity planning research projects for the UK power industryConducted 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	<ul style="list-style-type: none">Atlantic Trust Bursary to undertake research in Japan
Languages	<ul style="list-style-type: none">English (native)
Nationality	<ul style="list-style-type: none">British and Australian; Currently resident in the UAE & Saudi Arabia