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| **Graham Mair** | CMA, CA13 0SP, UK ▪ 075-5737-4430  [graham.j.mair@gmail.com](mailto:graham.j.mair@gmail.com) ▪ [LinkedIn URL](http://www.linkedin.com/in/graham-mair-44530421) |

**Business Development Executive**

*Success-oriented and growth focussed executive with extensive experience in business strategy and development in banking, healthcare, and cyber security.*

Success in identifying new business opportunities, preparing and executing strategic business plans, building new market entry strategies, and providing recommendations for process improvement. Proven track record of excellence in designing and establishing ICS’s strategic markets for ICSFS ‘BANKS’ and formulating strategy for the other ICS Group companies invest, divest or close. Developing bid strategies with CSC business director for local government. Adept at maintaining strong and robust relationship with upper level management, organizing large contracts efficiently, and managing teams to achieve shared visions and goals.

**Highlights of Expertise**

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| * Account Executive (BNFL&CSC) (8 years) * Market Development & Strategy (10 years) * Bid Director (CSC) (3 years) * Document Management (BNFL & NHS) (8 years) * Business Management (P&L) (4 years) | * Healthcare Management (6 years) * Banking Systems & Insurance (13 years) * Cyber & Security (10 years) * Energy & Nuclear (BNFL & Texaco) (10 years) * Technical Director (ICS & Bishopsgate) (7 years) |

**Career Experience**

ICS (London) Ltd., UK

*Designed and established ICS’s strategic markets for the ICSFS ‘BANKS’ offering.*

**HEAD OF GLOBAL STRATEGY** (2012 to 2018)

Developed product strategy for mobile and digital media User experience, as well as a leading edge and Cyber Security proposition for a Block Chain adapter for the ICSFS ‘BANKS’ System. Formulated the strategy for the other ICS Group companies, CCS – National Security System, GIS – Geological Information Services, Al Awael – Technical Services. Making ICS Board recommendations for each to invest, divest or close.

* Resulted in transactions with a number of ICSFS existing Bank Clients 80+ banks who purchased new mobile and digital banking module resulting in increased revenue by 10%.
* AJIB Arab Jordan Investment Bank - Jordan 1st adopter in April 2019 of the cyber security block chain offering. Allowing AJIB to perform highly secure large funds transfer internationally.

Computer Sciences Corporation (CSC), UK

*Reported and informed directly to the director of public sector for UK and Ireland.*

**CSC PUBLIC SECTOR – MARKET DEVELOPMENT EXECUTIVE** (2010 to 2012)

Built market entry strategies for Local Government and ‘Blue Light’ services and identified new marketing procedures for CSC and nurtured strong relationship with CEO of Devon and Cornwall Council. Monitored proposition development and win themes.

* Positioned CSC to bid for £800M outsources services by the council.
* Positioned CSC to bid for £50M IT services outsource for Cumbria County Council
* Cultivated bid strategies with CSC business director for local government.

**CSC BID DIRECTOR** (2009 to 2010)

Developed robust supplier relationship with CEO of EMIS to provide solution. Communicated directly to EMEA healthcare strategy director to oversee pursuit of international health care opportunities.

* Achieved preferred supplier status for $50M contract with Saudi National Guard Health Association to deliver a complete health care system for 750K patients.
* Won deal 2011 for $50M (Aus.) for Healthcare Solution for Australian Army Medical Corporation.

**CSC BUSINESS DEVELOPMENT EXECUTIVE** (2004 to 2009)

Accountable for new logo business development for the NHS and private sector. Won a contract with Circle Health plc to provide an Acute Hospital Solution with value of £5M.

* Represented as key member of bid team that won the NHS North and East Cluster after Accenture loss of contract having worth $2.5 billion.
* Transitioned the Accenture primary care sales team into CSC by mounting sales revenue from £20M to £25 over the subsequent fiscal year 2007.
* Attained a £10 Million contract to provide an Electronic Patient Record Document Management Solution for Bradford Acute Trust.

Additional Experience:

**CSC ACCOUNT EXECUTIVE AND BID STRATEGY EXECUTIVE** ▪ CSC (Computer Sciences Corporation)

**BRITISH NUCLEAR FUELS PLC (BNFL) BUSINESS MANAGER** ▪ IT Services Ltd.

**BUSINESS RE-ENGINEERING PROGRAMME MANAGER** ▪ ITT Corp - Hartford Insurance USA, London & Edinburgh

**PRINCIPLE CONSULTANT** ▪ Supply Chain Practice (Misys)

**PROJECT DIRECTOR** ▪ Texaco AS Scandinavia

**MANAGING DIRECTOR AND FOUNDER** ▪ Zyklus - Electronic Music Systems a Venture Capital Funded Start Up

**DEVELOPMENT DIRECTOR** ▪ Bishopsgate Systems

**TECHNICAL DIRECTOR** ▪ ICS London - Al Muhandis Consulting Saudi Arabia

**DEVELOPMENT TEAM LEADER** ▪ Chubb Integrated Banking Systems

**MEMORY PRODUCTS TECHNICAL LEAD** ▪ Plessey Semiconductors

**DESIGN & DEVELOPMENT SUPPORT** ▪ Sperry Gyroscope

**FAST TRACK STUDENT TRAINEE** ▪ Philips Semiconductors

**Education & Credentials**

Master of Business Administration (MBA) - Modules in Strategic & Creative Management & Corporate Finance)

*Open University, Milton Keynes, UK*

CNAA Degree - Electronics –Majoring in: Solid State Physics & Instrumentation & Control

*University Of Plymouth, Plymouth, UK*

HND Electronics *– Southampton College of Technology, Southampton, UK*

**Key Skills:**

Strategic Thinking:

* Strategic vision, ideas development, forward planning, research, analysis and evaluation, problem solving and resolution, integrated management, business objectives focused.

Financial Services, Banking & Insurance:

* One of the Founders & Technical Director of ICS (London) Ltd.
* Technical Architect of the World’s 1st Integrated Arabic Banking System
* For the Arab National Bank of Saudi Arabia.
* ICS FS ‘Banks’ is now the leading Banking System for Arabic & Islamic Banks
* Deployed in 80+ Banks in Middle East, Africa and SE Asia
* Since 2012 re-joined ICS (London) as Head of Global Strategy.
* Shaping Strategy for both ICSFS ‘BANKS’ Solution
* Formulated Future State strategy for ICS Group companies: invest, divest or close.

Security Systems Projects:

* Technical Director ICS/Almuhandis which developed a Secure & Tamperproof DES Encryption Modem. Customers: ANB Bank Saudi Arabia, Saudi Ministry of the Interior GID (General Intelligence Department). CHAPS UK Banks Clearing System. Solutions used a combination of Symmetric and Asymmetric Encryption in order to meet the required levels of security

Weapon Systems:

* Sperry Gyroscope/ British Aerospace Technical Developer – providing guidance systems software for Aerospatiale (Exocet Missile System).
* Technical Lead – Patented MNOS semiconductor structure for a Bomb Fuse System for the British Army with Plessey Semiconductors.