

General Curriculum Vitae: Danial Beck

Name: Danial Beck

Nationality:

British & Dutch (dual)
U.S. Green Card Holder

Contact Information:

+1 585 309 4777 (US Cell Phone)
+971 50 658 6266 (UAE Cell Phone)

Language Ability:

Fluent English
Fluent Dutch
Some French
Some German

LinkedIn Profile:

<http://ae.linkedin.com/in/danialbeck>

Email:

danial@danialbeck.com

Personal Statement: Career characterised by transformation and change management experience and a seasoned delivery executioner of projects/programs that have produced strong and sustainable consultancy revenue gains in the Telecoms, Transportation, Healthcare, Banking, Media, Loyalty and Security markets. Experience through entire lifecycle of consulting, from pre-sales, business development, technology solution development to delivery of projects and programs. Technical, commercial and merger/partnerships experience in delivering business and technical transformations for companies at 'greenfield' stages or stepping up to the next business level from a technical and operational level. Experienced in working with both start-ups and matrixed multinational technology companies, both technically and commercially, using a combination of leadership and teamwork. Strong networker with an objective driven, tenacious and motivated personality. Entrepreneurial, technical and commercial skills in establishing regional presence for companies within short timeframes. Excellent experience with clients for commercial, technical and strategic responsibilities, with a self-reliant, innovative and persuasive personality.

Professional Experience

Practice Partner – Program Management & Digital Transformation

April 2016 - Present

Wipro Technologies | www.wipro.com

Practice Partner for an international company that provides productised solutions and services to serve various verticals globally. Wipro's productised solutions and consulting services enable customers to optimise cost structures, create increased productivity and efficiency and accelerate revenue growth.

As the Practice Partner and Client Development for the region, the role is responsible for leading software development, commercial development, technical and marketing activities as well as strategy for Wipro. The role directive is taking an active part in the development of next-generation digital services software capability for clients within Wipro that provides consulting services for the alignment of organisation culture and transformation changes that helps customers in various sectors reinvent consumer experiences for growth. This is done with a multidisciplinary consulting skill set and flexible approach to engage the customer through a journey experience to influence positive transactional behaviour. The role partners with product lines to leverage technologies in the development of both short and long term growth plans, strategies, and capture initiatives for the region. The role requires a proactive and innovative leader with experience growing advanced software technology business in various domains, understanding the clients organisational culture while managing pursuits and increasing market share. Possess ability to represent and provided lead marketing presence for Wipro, providing mission area perspectives and solutions to business and marketing goals. The role is to effect the alignment of business resources to maximise both short and long term profitable business outcomes. Responsibilities include but are not limited to:

- ❖ Ensure Wipro software development lines and consulting services achieve business objectives for the region. Ensure business and marketing programs that are underway are sustained and extend to new business initiatives for various verticals.
- ❖ Development team leadership and advocacy in support of software projects and programmes for various customer verticals, connecting Wipro to senior regional customers. Develop and maintain strong, effective customer relationships in the region.
- ❖ Develop and implement strategies for generating new customers and markets that drive growth in core product lines, which can possibly expand into adjacent Wipro markets.
- ❖ Partner with Wipro and third-party product lines to develop and leverage technologies to map business capabilities against strategic business plans and align with Wipro's strategy direction and growth objectives. Accountability for Wipro's goals, including profitability, strategy, bookings plan and budgets.

- ❖ Serve as Wipro's insightful thinkers and strategists in terms of understanding the regional transformational environment from the business and marketing perspective.
- ❖ Represent, collaborate and influence Wipro business to customers at senior-level meetings and conferences as appropriate; work closely with Senior and Regional Executives to increase level of engagement by company's senior executives overseas.
- ❖ Provide timely intelligence on all business captures and competition, including realistic assessment of opportunities, status updates, and partnership.

Regional Manager – Business Development/Project Operations

February 2013 – May 2016

Oberthur Technologies | www.oberthur.com

Responsible for the company IoT, M2M, mobile and mobility vision in the Middle East, driving technical and commercial execution, being the conduit to all aspects of technology and commercial developments, with growth objectives for Telecoms, Healthcare, Banking, Media, Loyalty/Rewards and Security/Identity markets. The role includes:

- ❖ Ensure project and technology lines achieve the business development objectives for the region. Ensure projects and programs that are underway are sustained and extend to new business initiatives.
- ❖ Performing Project Director, Project Principal, Technical Lead/Reviewer role on key projects from a technical, commercial and risk management aspect with key clients in the region.
- ❖ Lead and/or implement the deal governance process in strategy development, price-to-win, bid execution, and delivery excellence. Gather, lead, drive approvals for all deals as established by the deal governance board.
- ❖ Qualified, established and launched the commercial and technology aspects for Joint Venture partnerships with organisations for the supply and delivery of products and solutions using regional production facilities. Maintained said relationships for business continuity.
- ❖ Customer advocacy to support senior management customers regionally. Develop and maintain strong, effective customer relationships at all levels in the region.
- ❖ Develop strong relationships/partnership and collaborate with product/solution lines, third-party vendors and other businesses to ensure alignment with regional strategic objectives and goals.
- ❖ Analyse market data to identify trends/opportunities, develops strategic direction from market information and creates compelling market analysis presentations for generating new customers and markets that drive growth into core and adjacent markets.
- ❖ Represent business to Middle East customers at senior and C-level meetings and conferences as appropriate; work closely with Senior and Regional Executives to increase level of engagement by company's senior executives overseas.
- ❖ Provide timely information and reporting on all business captures and competition, including realistic assessment of projects, opportunities, status updates, and partnership.
- ❖ Expanded and developed business with existing/new customer base to achieve 114% of 2014 regional targets.
- ❖ Reduced outstanding customer collections for the region by 80%.

Director – Client/Programme Management

February 2011 – February 2013

Convergys Corporation | www.convergys.com

- ❖ Managed all aspects of multiple assigned complex delivery telecom and fraud management programs of Convergys products and solutions (mainly OSS/BSS), with a focus in the Gulf region. Project size was up to USD 4 million with a 18 month delivery schedule.
- ❖ Primary client interface for day-to-day meetings, communications and commitments relating to the contractual, financial, operational and solution delivery of Convergys solutions (including software and services).
- ❖ Managed a technical team of up to 25+ engineers/consultants in a complex environment of running multiple projects simultaneously with an on-site/off-site matrix and physical/virtual team combination.
- ❖ Responsible for effective resource management and accurate forecasting of overall program profit and loss.
- ❖ Reduced outstanding customer collections for the region by 100%.

Regional Consulting Manager**February 2010 – February 2011**Oracle Communication Corp. | www.oracle.com

- ❖ Manage consulting activities and projects through forecasting, account resource allocation, account strategy, and planning to the Gulf region.
- ❖ Support in the submission and execution of proposals and providing consulting support to help close the deal with the client, utilising a broad knowledge of Oracle's services. Management of the full sales cycle, usually in complex deals, selling the entire portfolio of products and services into a defined set of large major or global accounts, (mainly Tier 1 or Tier 2 accounts).
- ❖ Organise and manage Bid and Delivery teams to develop and execute solution proposals encompassing all aspects of the Oracle application domain. Participate in the development, presentation and sales of a value proposition.
- ❖ Negotiate pricing and contractual agreement to close the sale. Establish and maintain contractual agreements, as well as building and maintaining effective relationships with customers and other Oracle LOB's.
- ❖ Client contact to network and develop strong business relationship with minimal supervision, typically at executive and senior executive level, such that they turn to Oracle for their resource needs and ensuring customer satisfaction.

Principle Service Solution Consultant**November 2005 – February 2010**Nokia Siemens Networks | www.nsn.com

- ❖ Established the initial technical sales processes and procedures for NSN MEA (Nokia) to define initial processes and guidelines in building a business strategy and framework for MEA telecommunication Consultancy and Services, with an alignment to the NSN (Nokia) global organisation.
- ❖ Principle Service Solution Consultant for nearly every mobile telecommunication greenfield bid in the MEA region since 2005, developing and integrating OSS/BSS systems. Bids won varied in size from 11 million to 54 million Euros.
- ❖ P& L and Sales accountable for multiple telecom operator accounts in the areas of Services, BSS, OSS and Converged Core. Specialised in Subscriber Data Management & Modelling and Authentication.
- ❖ Leading contact for various NSN engaged solutions, from both commercial and technical aspects. Principle activities include architecture design, RFI/RFP/RFQ bid cycle management, offer and delivery management
- ❖ Responsibilities included financial and technical management, discussions on strategy and services related direction, both at middle-management and at CXO level. Quickly build business cases for selected cases from client strategy.
- ❖ Evangelised and engaged the customers and stakeholders at various levels to gain confidence and show competency in understanding the customer's commercial, strategic and technological challenges.
- ❖ Heavily involved in conflict resolution concerning project misalignments between NSN and the client at project, commercial and contractual levels.
- ❖ Lead and contributed to the project delivery of leading-edge projects with a view to integrate enterprise infrastructure management products with the internal departments own product portfolio or through an extensive third-party applications portfolio.

Chief Technology Officer**April 2003 – November 2005****Business Development Officer, Investments Directorate****May 2004 – November 2005**Emirates Media Inc. | www.emi.ae

- ❖ Change management and digital transformation was a priority activity. Upgraded the foundation technology infrastructures and converged the various media technologies used in nine previously separate media organizations through a three phase project plan of USD 114 million.
- ❖ Rationalization and streamlining of the processes and procedures within the organization which included remodeling of the data information flows between TV, Radio and Print to be convergent digitally within tools and databases.
- ❖ Supervising the interactive planning, budgets and creative solutions to lead and to shape the consolidation of the (initially) insular divisions to a singular, synergistic, interactive and commercially viable entity.
- ❖ Introduction of an ITIL based Service Management and Helpdesk department.
- ❖ Advise and provide value and profit making strategies for the utilisation of Emirates Media Inc.'s substantially available corporate resources and current businesses.

- ❖ Identifying, articulating and planning new strategies and ventures, identify growth opportunities, create and evaluate detailed options, models and plans to assess their viability (in terms of strategy, its financials and otherwise) and effectiveness.
- ❖ Establishment and development of daughter spin-off companies to create new services and products for the international market within Emirates Media Inc. The spin-off companies were to exploit opportunities that do not form part of the core competency businesses of Emirates Media Inc., allowing strategic focus and resources to be placed appropriately to maximum benefit but without loss to opportunities in value added services and products that Emirates Media Inc. can create from existing assets.

Technology Delivery Consultant

November 2001 – April 2003

LogicaCMG Wireless | www.logicacmg.com

- ❖ Management of a Bid Management Team for large complex projects to facilitate Request for Proposals is and to carry it through to final contract management, design, architecture and delivery.
- ❖ Technology experience includes GSM, iMode and fixed-line telecom systems, Unified Messaging (UMS), Intelligent Voice Messaging Systems (IVMS), Short Message System (SMS), Multi-Media Messaging Systems (MMS), Video Messaging and Billing Development and Integration. Projects with third party companies included Electronic Bill Presentment and Payment (EBPP), B2B solutions and Interactive Customer Care (ICC) solutions via the web or email using wireless devices as well as conventional web browsers.

August 1990 - November 2001

Technical Programmer/Manager with start-up companies (1-3 employees) as well as established multinational companies. Varied experience on many client sites in all phases of development from feasibility studies through functional and technical design to implementation, post implementation maintenance and technical investigation work. Experience includes client contact, working under own initiative from minimal requirements and guidance and creating functional and technical design documents. Developed experience also in project management of small teams.

- ❖ Managed three European development teams to provide software solutions and consultancy to various clients in the field of CAD/CAM and GIS arena.
- ❖ Managed product projects across the three teams in using Windows NT and UNIX technologies with C/C++, Java, XML and HTTP.
- ❖ Designed and development of cross-platform strategies, mainly between the UNIX and Windows NT platforms along with IBM OS390. Integration and implementations usually included the expert use of C/C++ along with other technologies such as XML, networking technologies and MQ-Series technology implementations.
- ❖ Implementation of strategies for Rapid Application Development, developing and changing the department, and its people, for effective improvement. Encouraged and aimed to innovate and exploit new technologies with individual contributions within the team, directing the current level of working initially to CMM Level 2.
- ❖ Managed the Technical Control Systems division developing software applications for telecommunication and media broadcasting organizations. Was responsible for the development of software which controlled every aspect of the Technical Control System. The interface layers accessed other layers using UNIX systems with C++, CORBA 1.1 proprietary smart card/decoder technology.
- ❖ Wireless solutions based on the state-of-the-art technology through a highly secure end-to-end IP network (based on open technologies). This network provides access to all European services from the private company European telecom backbone regardless of operator or device, deploying amongst other technologies, services in XML, WML, HTML, ASP, Java, Visual Basic, XSL, VXML, SQL, Perl, TCP/IP and C++ to develop wireless and SMS applications for various mobile services (Mobile Gaming, Real Time Poll Voting etc.)

Higher Education

2010	Manchester Business School, Manchester, England Executive Masters of Business Administration (EDBA)
1990	Manchester Metropolitan University, Manchester, England BSc. Hons. Degree in Computer Science and Graphics Systems Technology