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**Alan Gill**

I am a highly experienced, motivated, innovative and dynamic CTO, CIO, Head of IT and IT Director having owned and managed my own Cloud and Digital Transformation businesses which I have successfully developed and sold. I have also worked for large Managed Service Providers in their senior management teams helping them achieve growth and profit (both organically and via M&A) by implementing strategies (both technical and commercial), processes and procedures, cost controls and developing, mentoring high performing technical teams.

I am technically aware, having held most industry certifications from the likes of Microsoft, VMware and Redhat over the years as well as being certified in Microsoft Azure and AWS more recently. I am also ITIL 4 certified and have written and implemented ISO27001 and ISO9001 standards for my past organisations, as well as helping them achieve PCI-DSS and Cyber Essential + accreditations.

From a commercial standpoint, besides experience I also have a BA (Hons) in Business and am in my final year of an MBA (all self-funded and studied in my own time).

During my career I have developed and managed major vendor relationships with the likes of DELL, Microsoft, VMware, Nutanix and HPE (up to VP & Director level) to name but a few, and have managed and developed international teams for both my organisations (in the Philippines) and for DELL (in India and Ireland).

**Key Skills**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Leadership | Commercially aware | Technically aware | IT Infrastructure | Digital Transformation |
| VMware | MS Azure | AWS | ITIL | ISO 27001 |
| Business Development | Staff Development | Mentoring | Stakeholder Management | International Team Management |
| Vendor Management | Operations Management | P&L Management | Budgeting & Forecasting | Business Strategy |
| M&A | Integration | Business Process | Cost Management | Innovation |
| Product & Service Development | Professional Services | Managed Services | Start Ups | Problem Solving |

**Employment History**

**TIG Ltd**

**Cloud & Managed Services Director (May 2018 – July 2019)**

TIG are Watford and London based Managed Service, Cloud and Digital Transformation specialist serving the mid-market. Currently they are in Microsoft’s top 10 CSP partners in the UK and in the top 100 worldwide, delivering innovative solutions using hybrid cloud technologies to help customers on their digital transformation journey (including Azure, Azure Stack, AI & Power BI).

TIG gained private equity backing from BGF and made their first acquisition late last year (Netconsult) to give them a vertical stronghold in the financial services sector with a turnover of £12M and an EBITDA of £1.5M

**Responsibilities**

* Key member of TIGs Senior Management Team
* Full P&L responsibility for the Cloud & Managed Services line of businesses (equating to £6m revenue)
* Head of internal IT
* Day to day management of our 1st, 2nd and 3rd line technical support teams in London, Watford & Manila (Philippines) providing 24/7/365 support to over 150 clients
* Applying systems and processes in accordance with ITIL best practices
* Responsible for SLA management and incident escalations
* Management of our Cloud infrastructure (both private & public clouds)
* Day to day management of our SDM (Service Delivery Manager) team
* Day to day responsibility for compliance adherence of ISO 27001 & Cyber Essentials
* Creating, implementing and delivering company strategy on our Cloud & Managed Services portfolio
* Forecasting and delivering budgets for the Cloud & Managed Services lines of business
* Responsible for Cloud product design, lifecycle, technology and delivery based upon our private cloud (VMware) & Microsoft Azure using DELL, HPE servers & SAN technology
* Day to day internal resource management of staff
* Monitoring of company performance and implementing improvement initiatives
* Conduit between sales, marketing, support and service delivery
* Developing training strategies for staff in line with our products and services portfolio
* Providing pre/post technical and commercial support to the sales team
* Developing key vendor relationships with the likes of DELL, VMware, Softcat and Microsoft
* One of three Senior Directors in charge of integration of acquisitions within the group

**Cirrus Transformation Limited (merged into TIG May 2018)**

**Founder & CEO (Nov 2017 – May 2018)**

Cirrus was a start-up Cloud and Digital Transformation organisation, who took a consultative approach towards design and implementation of hybrid cloud solutions to meet our client’s needs using best of breed technology from the likes of Microsoft, VMware, HPE, DELL and Cisco.

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​Cirrus merged into TIG in May 2018, thus providing TIG with key consultancy skills and experience regarding management, business and technical trouble shooting, M&A, Cloud, Managed and Digital Transformation services to further enhance their portfolio and resolve internal process issues.

**Responsibilities**

* Founder member, Director and majority shareholder
* Responsible for company corporate strategy and business planning
* Responsible for the day to day running of the company
* Full P&L responsibility
* Creating, implementing and delivering company strategy on Cloud & Digital Transformation services
* Responsible for Cloud product design, lifecycle, technology and delivery based upon our private cloud (VMware) & Microsoft Azure and Microsoft Azure Stack.
* Day to day internal resource management of staff
* Monitoring of company performance and implementing improvement initiatives
* Developing key supplier/client relationships with the likes of DELL, VMware, Softcat and Microsoft.

**Six Degrees Group (6DG)**

**Director of Cloud & Colocation (Nov 2013 – May 2017)**

Six Degrees Group (6DG) are a large London/Birmingham based Cloud, Managed Services, Voice and Data provider, having grown from scratch to over £100M revenue with an EBITDA of £20M over a 5-year period by acquiring 19 businesses as well as high single digit organic growth. Initially backed by Penta Capital private equity and then sold to an American based PE house called Charlesbank in 2016 for approx. £240M.

**Responsibilities**

* Key member of 6DG’s Senior Management Team (1 of 10 who managed the business)
* Key member of 6DG’s mergers & acquisition strategy (involved in the last 6 cloud acquisitions)
* Full P&L responsibility for the Cloud & Colo lines of business (equating to £50m revenue)
* Creating, implementing and delivering company strategy on Cloud & Colo products and services
* Forecasting and delivering budgets for the Cloud & Colo Lobs
* Responsible for Cloud and Digital Transformation product design, lifecycle, technology and delivery, as well as Head of Group IT
* Responsible for the public cloud strategy using MS Azure & AWS
* Designed and implemented the 6DG eco system
* Day to day internal resource management of direct reports including 1st, 2nd and 3rd line infrastructure engineers and data centre maintenance teams
* Overall lead (CISO) and author regarding company compliance for ISO 27001, 9001, 14001, PCI DSS, Cyber Essentials Plus
* Responsible for the uptime SLAs and support of our Cloud platforms running on VMware, DELL and HPE servers and SANs (over 300 physical servers and 3000 VM’s)
* Responsible for the uptime of our three Data Centres in London & Birmingham
* Monitoring of company performance and implementing improvement initiatives
* Conduit between sales, marketing, support and service delivery
* Developing training strategies for staff in line with our products and services portfolio
* Providing pre/post support to all sales teams
* Developing key vendor relationships with the likes of DELL, VMware, Softcat, Microsoft and our customer base both home and abroad (Europe & India)
* Responsible for continuous improvement plans for Cloud and Colocation LoBs

**Cloud Computing Centre Ltd (CCC)**

**CEO (July 2012 – Nov 2013)**

**CTO - CIO (June 2005 – July 2012)**

Cloud Computing Centre (formerly ESG - Enterprise Solutions Group) was originally a maintenance/break fix company supporting SME clients across the UK. Having acquired my previous company 365 IT Live Ltd, I transformed the business to become one of the first UK Cloud/hosting providers. CCC worked very closely with DELL (having a signed MSA and preferred supplier status) providing enterprise professional installation services for their UKI & EMEA SME business teams. CCC then became DELL’s only provider of private cloud solutions as well as taking over DELLs own public cloud solution called DCOD (DELL Cloud on Demand). CCC turned over £5M with an EBITDA of £1.3M and was sold to 6DG for £9.2M (including earnout).

**Responsibilities**

* Took over the CEO role during CCC’s earn out period with 6DG when existing CEO retired
* Responsible for all technical aspects of the company
* Creating, implementing and delivering company strategy on key products and services
* In charge of the Cloud, Managed and Professional Services P&L
* Forecasting and delivering budgets for the Cloud, Managed and Professional Services departments
* Responsible for product design, lifecycle, technology and delivery
* Day to day management of our 1st, 2nd and 3rd line infrastructure support teams based in Leatherhead providing 24/7/365 support to over 70 high profile clients.
* Responsible for SLA management and incident escalations
* Day to day internal resource management
* Monitoring of company performance and implementing improvement initiatives
* Conduit between sales, marketing, support and service delivery
* Developing training strategies for staff in line with our products and services portfolio
* Providing pre/post support to all sales teams
* Developing key vendor relationships with the likes of DELL, VMware, Symantec, Microsoft and our customer base both home and abroad (Europe & India)
* Writing, implementing and supporting IT Governance for ISO 27001, 9001 and PCI DSS
* Creating and implementing company policies and procedures in line with the above
* Creating and implementing continuous improvement plans

**Education and Training**

MBA degree (3-year part time course with the OU – in final year)

BA (Hons) in Business Studies (6.5-year part time course with the OU – completed 2016)

Foundation Degree in Business Studies (OU)

Certificate in Business Studies (OU)

HND in Electronics

OND in Electronics

ITIL 4 Certified

AWS Cloud Practitioner

Microsoft AZ900 – Azure fundamentals

VMware VSP and VTSP certified

Novell CNE (Expired)

RHCE (Expired)

MCSE (Expired)

**Hobbies and Interest**

In my spare time (when not studying) I love walking in the Surrey Hills but enjoy hiking in general around the British countryside. I also love travelling abroad and have been lucky enough to travel most of the world.

I have a real passion for food and am an accomplished cook. This also includes a love of fine dining or just BBQing in the back garden.

Other hobbies include photography (especially aerial photography using my DJI drones), astronomy and cosmology, going camping, concerts, theatre, occasionally still playing football and cricket as well as going to the gym.

Though my greatest joy is spending precious time with my children and family.