

Contact

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www.linkedin.com/in/johngreenaway (LinkedIn)
www.kinaxis.com (Company)

Top Skills

ERP
Cloud Computing
Complex Sales

Languages

English

Certifications

HND Computer Studies

Honors-Awards

Infor Circle of Excellence

John Greenaway

Director, Channel Sales, EMEA at Kinaxis | VARS | Mid Market Excellence | Supply Chain Leaders #supplychainexcellence #supplychainmanagement
Midhurst, England, United Kingdom

Summary

A greater insight into John

Linked in is a great platform to list the corporate and sales success stories, but I thought I'd reveal the real me.

A good friend of mine asked me to describe myself and what I really enjoy doing whilst at a dinner party recently...interesting when you start to think how you would write this down...

Friends, colleagues and family say that I can walk into any room and engage immediately – I have presence – you can't make that up or buy it, it's either there or it isn't. My father was in sales also so maybe its been inherited from him – he was very good.

The ability to converse with anyone no matter what their background to me is essential in selling whether at mid -level management or at C level. I particularly enjoy discussing how I can help a company solve their business issues – I feel passionate that this is where the selling is really done. I have worked all my career across Asia Pacific when I was younger and in recent years across most if not all of EMEA.

I have led small sales teams and carried large quota's during all of my career and am used to working remotely with large virtual global teams. What I really like is the large complex sales campaigns – to me that is my natural skills shine. I have been told I am a natural and one of the best sales people that a lot of organization have come across.....

Who am I....

An experienced strategic sales professional, (Channel/Alliances/ Direct sales) with a track record achieving sales targets, leading

sales operations for start-up, turnaround and high-growth organisations in the UK, EMEA and internationally. Extensive expertise in selling extended technology (HCM, BI, CRM, EPM) and ERP solutions and services engagements in both direct, channel and alliances businesses to existing and new logo customers.

Experience

Kinaxis

Director, Channel Sales, EMEA

October 2021 - Present (2 years 1 month)

London, England, United Kingdom

Everyday volatility and uncertainty demand quick action. Kinaxis (TSX: KXS) delivers the agility to make fast, confident decisions across integrated business planning and the digital supply chain. People can plan better, live better and change the world. We combine human intelligence with AI and our unique concurrent planning to help companies plan for any future, monitor risks and opportunities and respond at the pace of change. Global customers include Consumer Products (Unilever, Dyson), Life Sciences (Merck, Ipsen), High-tech & Electronics (Flex, Schneider Electric), Automotive (Ford, Nissan), Aerospace and Defense (Honeywell, Raytheon), Industrial (Doka, Katerra) and Retail. We help these leaders know sooner. Act faster. Remove waste.

UKG (Ultimate Kronos Group)

Alliances Director, Northern Europe, Middle East, Africa and South Africa at Ultimate Kronos Group

September 2020 - October 2021 (1 year 2 months)

London, England, United Kingdom

UKG (Ultimate Kronos Group) is the future of PeopleDoc, which will become the HR Service Delivery arm of one of the largest cloud companies in the world. At UKG, Our Purpose Is People, and we believe that organisations succeed when they focus on putting people first. UKG's HR Service Delivery platform includes case management, process automation, and employee file management and empowers HR, managers and their employees to boost productivity, increase employee engagement, manage global compliance and meet the challenges of tomorrow. With more than 12,000 employees around the world, UKG's own workplace culture has been named a best place to work all over the world, including consecutive years on Fortune's 100 Best Companies to Work For list. To learn more, visit UKG.com.

ICCG - Independent Computer Consulting Group
Chief Revenue Officer (Enterprise Sales), EMEA at ICCG
June 2019 - September 2020 (1 year 4 months)
London, United Kingdom

ICCG is a Global Channel, Alliance and Delivery Partner of Infor focused on the Retail, Fashion and Apparel verticals.

- Closed ICCG's first new name account within first 6-months - new business 5 year SaaS deal
- Developed \$7m in license and services opportunities within first 8 months at ICCG

Infor
10 years 1 month
Strategic Channel Director, Europe
May 2017 - May 2019 (2 years 1 month)
EMEA

Infor is a global enterprise company that provides software products for every aspect of a business. Infor builds complete industry suites in the cloud and efficiently deploys technology that puts the user experience first, leverages data science and integrates easily into existing systems.

Over 68,000 organisations worldwide rely on Infor to help overcome market disruptions and achieve business-wide digital transformation.

Responsible for managing and accelerating the larger and complex channel deals within the European territory for Infor. Engagement both with channel partner organisation as well as direct selling with the customer to close multi million revenue targets.

- Sold large global on-premise deal at Infor in FY17 - Well known motorcycle brand - \$2.0M License, \$10M services.
- Took over failing channel sales campaign with an Infor partner at a long established UK British bicycle manufacturer and converted it to a direct sale - 5 year new business SaaS \$780K TCV
- Circle of Excellence Club at Infor multiple years

Strategic Account Director
June 2016 - May 2017 (1 year)
EMEA

Managing a set of global strategic existing accounts to achieve multi-million revenue targets across all Infor solutions (ERP, HCM, CRM, d/EPM, BI Analytics, ION), both on premise and cloud. Selling direct to end users to increase footprint of Infor solutions

Strategic Channel Director

May 2009 - May 2016 (7 years 1 month)

EMEA

Managing South African Channel and Nordic Channel business as well as being asked by management to run the global sales campaign for a well know motorcycle manufacturer.

- Increased revenue from African channel from \$1.6m to \$3.1m over three years by actively co-selling alongside partners direct sales team

SoftBrands Europe Ltd

Channel Manager, EMEA Manufacturing

January 2008 - June 2009 (1 year 6 months)

Heading up the sales management, with responsibility for the EMEA geography (UK,Ire, Spain, Germany, Switzerland, Netherlands, Italy, France, Spain, Portugal, Africa ,South Africa, Russia, Nordics, Eastern Europe Countries (Poland, Czech, Romania, Serbia, Croatia, Hungary) and South America for Manufacturing solutions around SAP B1 within the channel. Responsible for generating revenue based on current and new recruitment of channel partners and SI partners

CitiXsys - iVend Retail

Director, Business Development EMEA

2006 - 2008 (2 years)

Responsible for starting CitiXsys EMEA from seed phase. Recruiting/heading up a sales, support and marketing team and selling within EMEA for one of SAP's largest B1 service and ISV partners. P&L responsibility for Ltd company. Working closely with SAP B1 partners across territory to ensure service and solution targets are met and through developing strategic alliance relationships

Epicor Software

Territory Manager

2005 - 2006 (1 year)

Territory Manager for Epicor UK, with responsibility of all Enterprise Products (Financials, Supply Chain Management, Project Management and CRM solutions). Selling into mainly mid market level companies at senior and board level and through the Channel. Personally responsible for delivering a marketing plan to both geographic territory and also through new recruited partners.

Oracle

Channel and Alliance Sales

1998 - 2001 (3 years)

In charge of managing a group of high profile channel alliance partners and ISV's for Oracle technology stack of products. Responsible for delivering marketing programmes with partners and executing on agreed business plans with measurable milestones. Oracle quota Club

Education

University of the West of England

HND, Computer Studies · (1988 - 1990)