

Geoffrey Newell

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Summary

An experienced IT professional with excellent business and technical skills and knowledge. Looking for opportunities to use these skills in the commercial or non-profit sectors.

Education: B.Sc (Hons) Computation. University of Manchester

Experience

2013 – Date Trafford Libraries

Proposed, piloted, implemented and managed 1-1 advice scheme to help people understand and use their mobile devices to take advantage of the benefits of being online. Volunteer. Providing support to full-time library staff with general library duties.

2012 – Date Open University

Studying a number of IT related courses .

2007 – 2014 M41 Images

Part time business converting video, photo prints and negatives to digital formats.

2005 – 2007 M41 Ltd

I set up the company to act as a franchisee for a Sandwich delivery business. I subsequently took over and ran the business independently from the franchisor. The day-to-day business was sold in 2007.

2004 – 2005 Storagetek

North UK Business Development Manager

1986 - 2004 Digital Equipment Co. / Compaq / HP

2001 – 2004 Storage Solution Sales

- Exceeded targets in each year, finishing FY03 on 199% of goal.

1998 – 2001 CustomSystems Sales

- Exceeded targets in each year.
- Development of Custom Systems storage business in the UK with an emphasis on Disaster Tolerant solutions.

1993 - 1998 Technical OEM Sales

Senior Field Sales Engineer (Aerospace & Defence)

- Met or exceeded sales targets in four out of five years.
- European team leader, responsible for segment business plan and coordination with corporate engineering and product management.

1992 - 1993

Technical OEM group

Technology Consultant

Presales support and fee earning consultancy within the customer and product base.

1988 - 19 92

Channel Sales Support Manager for North UK

Significant achievements within the role include:-

- Set up unit from scratch using a mixture of existing Digital employees and new hires.
- Consistently exceeded internal and external customer satisfaction goals.
- Managed a cost centre of approximately £500,000.
- Directly managed a number of professional staff.
- Development of fee paid consultancy to North UK resellers.
- Member of sales management team sharing booking goals of £50 million.

1986 - 19 88

Senior Software Specialist

Various projects. (Macro-11, Macro-32, RSX11, VAX VMS)

1983-1986 Freelance positions

1986

Digital Equipment Co

DECNET - SNA networking project for major UK bank (Macro-11 / RSX11M+)

1985

Marconi Secure Radio Systems

London Fire Brigade command & control project. (Intel 80186 assembler)

1983 - 1985

Ferranti Military Systems Division

Fire brigade command & control project (CORAL / Ferranti Argus)

Falkland Islands Radar System ('C' & Z8000 assembler / BSD UNIX)

RAF Mirrored disk functionality (CORAL / Ferranti Argus)

1980 - 1983 Servelec Computer Systems

Various industrial control projects specifying and using DEC equipment. (Macro-11 / RSX11M+)

1978 - 1980 CAP Northern Ltd

Systems Designer responsible for developing system and program specifications from functional specifications. (COBOL, CORAL, Macro-11 / RSX11M+, RSX11S)

1976 - 1978 Ferranti Computer Systems Ltd

Systems programmer responsible for support and enhancement of systems software including the FORTRAN compiler. (FORTRAN, CORAL / Ferranti Argus)