

## **Mike Matthews**

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### **Personal Profile**

A senior sales individual with 20 years of successful selling of enterprise-level software and services solutions, principally in the Financial Services, Telco and Hi-tech sectors. Solutions sales trained, I am comfortable operating from board level down with a customer-centric, profit-driven approach. My wide range of experience has been gained in an international context across many markets, and within both direct and indirect sales models.

### **Principle Achievements**

I have made significant customer gains within each of my roles, for example:

- Closed first new name customer outside US (Summer Mobile / CapeTown, SA) for Synchrony at Cincom
- Closed first sale of a Process Portal (combination of WS Process Server + WS Portal) into SMB segment for IBM UK
- Successful execution of Regional Systems Integrator initiative for ISV & Developer Relations at IBM UK
- Doubled size of pan-European Distribution business unit at MicroTouch Systems
- Win top annual international sales award at ParcPlace-Digitalk & Intersolv
- Closed first >100+k sale via channel at Informix

### **Career History**

#### **IBM**

#### **Senior Sales Executive**

**03/01 – present**

- Initially responsible for sales via Global Systems Integrators (e.g.; Deloitte & LogicaCMG), I moved onto direct sales into south-east UK territory of GB business unit, and then onto application-led sales via major ISVs (e.g.: ESRI & Cincom Systems). Solutions ranged from B2C commerce portals to B2B trading platforms involving complex sales cycles in excess of 6 months, often working at board level with both Line of Business & IT departments being key in influencing the decision making process. My solution skills required working knowledge of Customer Experience Management and back office application integration, such as web services.

**2010–11: *Director, Customer Experience Solutions*** – at Cincom Systems (on secondment from IBM) – responsible for sales of Synchrony solution across EMEA- closed first new name account with Summer Mobile & ABSA Bank in South Africa; pioneered development of solution for real-time, intelligent agent guidance within contact centre.

**2008– 09:** Client Executive, ISV & Developers – executed worldwide initiative for Regional Systems Integrators in UK, which I single-handedly drove to over-achievement in terms of new recruits, new skills enabled & technologies adopted. This resulted in 4 successive quarters of Excellent Awards. Also delivered over half the new OEM deals within peer group & responsible for winning major new ISVs such as ESRI and Cincom Systems

**2006- 07:** Software Sales Manager, Focus Accounts, South-east UK General Business - achieved 130% transactional revenue target (\$3.4mill vs. \$2.6mill target); closed \$1mill ELA with RR Donnelley (Astron) & \$500k with ACE Insurance, which was first ever sale of a Process Portal in a UK General Business account. Also negotiated licence compliance deal with Groupama Insurance.

**2001– 05:** Software Sales Executive, Global Systems Integrators – responsible for sales to and thru Deloitte, LogicaCMG, KPMG – achieved competitive winback in Deloitte Consulting repeatable solution “Realtime for WebSphere”, which generated >\$2.5mill revenue, and \$750k win at VISA UK in its first fiscal period, thereby winning Integrator of Year award for best repeatable solution; other highlights include \$1.1mill resale win for Tivoli at VISA, \$2.6mill win at Co-op Financial Services, Set/Met score of 1 (exceeded all expectations) for customer satisfaction, and a total of \$3.3mill direct resale revenue via Deloitte in 2005.

**iE (Intelligent Environments) plc                      UK Alliances Mgr                      01/2000 – 02/01**

- \* leading supplier of eCommerce front-end applications for credit cards, ISAs and Insurance
- \* responsible for a \$3m channel sales business unit with 3 direct reports
- \* personally recruited a new channel of consultancies (Deloitte), SIs (Logica, CMG) & ISV's (BoNY, Fiserv).
- \* achieved \$3.5 million against a target of \$3million

**MicroTouch Systems                      EMEA Distribution Group Manager                      02/98 - 12/99**

- \* leading supplier of touchscreen technology
- \* responsible for one of the three business units with an annual turnover of US \$13 million
- \* 8 direct reports across UK, France, Germany, Italy and Spain
- \* implemented a new Monitor Alliance Program to target the major branded display vendors (EIZO, LG and iiyama)
- \* grew Distribution Focus Group from \$7 million to \$14 million and 3 direct reports

**ParcPlace-Digitalk                      European Sales Manager                      11/94 – 01/98**

- \* leading vendor of object technology based on Smalltalk
- \* responsible for entire distribution channel across Europe and the Middle East
- \* recruited distributors and VARs in France, Spain, Italy, Belgium, Netherlands, and Scandinavia
- \* grew revenue to an annual turnover in excess of \$2.5 million
- \* top international sales person award in fiscal 1995 (\$1.6 mill against \$1.2 mill target)

**Informix Software**                      **Strategic Partner Manager**                      **09/92 – 10/94**

- \* leading supplier of 4GL development tools and RDBMS
- \* responsible for generating “pull thru” revenue from major ISVs in the UK
- \* closed Informix’s first ever licence sale in excess of \$100k generated via a UK partner
- \* promoted from covering the second-tier 50 resellers to the top 25 ISV partners

**Intersolv plc**                      **PVCS International Distribution Manager**                      **10/90 – 08/92**

- \* leading integrated CASE vendors and AD/Cycle partners
- \* responsible for sales of market-leading PVCS version control software
- \* ran a network of national distributors and dealers across continental Europe and Scandinavia
- \* achieved top International Sales person achieving in excess of 120% of target

**Uniplex Ltd**                      **International Sales Executive**                      **07/87 – 09/90**

- \* office automation software for the UNIX operating system
- \* Distribution account manager for France, Belgium and Holland
- \* managed Bull and Philips as world-wide OEM accounts
- \* 18 months initiating Uniplex’s French subsidiary in Paris

#### **EDUCATION AND TRAINING**

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- **1986-1987**                      **Post Graduate Diploma in European Marketing Management**  
Bucks Chiltern University, including Spanish & IT
  - **1980-1984**                      **B.Hons 2.2 – French Language & Literature**  
University of Birmingham  
Thesis on role of gender in modern French
  - **Sales Training**                      IBM Global Sales School; Solution Sales
  - **Languages**                      Fluent French & working Spanish
  - **Marital Status:**                      Married with 3 sons