



JOHN GIBLIN
SENIOR EXECUTIVE

PROFILE

Proven track record in building and growing a telecoms company. Delivered year on year growth based on ambitious targets, and delivered through strong customer engagement, well organised processes and systems, and motivated people. Deep knowledge of International Telecoms and Datacentre sectors.

Currently looking for a senior business development role in a growing, customer-focused and solutions-oriented business.

CONTACT

PHONE:
+353 87 624 1074

LINKEDIN:
[Linkedin.com/in/john-giblin-0b5143](https://www.linkedin.com/in/john-giblin-0b5143)

EMAIL:
johngiblin@outlook.com

CAREER HIGHLIGHTS

After rising through the ranks to VP level in the corporate telecoms world, I embarked on an entrepreneurial path and founded a global telecoms network installation and maintenance company. Based in London, Belcom247 specialised in building and operating global data networks and datacentres. As Managing Director, I was involved in all aspects of starting and growing the company including:

- From a zero-base grew to revenues to €15m, over 100 employees, and operations in 4 continents.
- Raising debt financing.
- Employing teams and contracting partners in multiple jurisdictions.
- Strong customer engagement and relationships brought Facebook, Global Switch, CenturyLink and NTT on as key customers.
- Negotiated the sale of the business to Indigo Telecom Group and exited in 2019. Achieved all earn-out targets.

The first half of my career was spent in the Netherlands with KPN (Dutch Telecom) and Qwest Communications where I honed my skills and expertise in:

- Deep technical, financial, systems and process related knowledge of the design, build and maintenance of telecommunications, datacentre and cloud infrastructure, services and products.
- International business culture: I spent extended periods in China, Hong Kong, Indonesia, most of Europe and the USA.
- Sourcing and performance management of key strategic partners.
- Project, process and people management.
- B2B sales.
- Working through a foreign language; I am fluent in Dutch.

KEY SKILLS

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|-------------------------|---------------------------|
| • Customer Acquisition | • Strategic Planning |
| • Deal Creation | • Entrepreneurship |
| • Product Development | • Team Building |
| • Board Level Reporting | • Global Telecom Networks |
| • Supplier Management | • Datacentres |

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INTERESTS

- Technology
- Cybersecurity
- Start-ups
- Modern History
- Golf

EMPLOYMENT HISTORY

BELCOM247 2006-2019	LONDON Managing Director
QWEST COMMUNICATIONS 2003-2005	AMSTERDAM Vendor Manager
KPNQWEST BV 2001-2002	THE HAGUE VP Engineering
KPNQWEST BV 2000-2001	THE HAGUE Director Metro Networks
KPN (DUTCH TELECOM) 1997-1999	AMSTERDAM Account Manager CityRing
KPN (DUTCH TELECOM) 1995-1996	THE HAGUE Project Manager Networks
KPN (DUTCH TELECOM) 1992-1994	ROTTERDAM Network Planner

EDUCATION

PROFESSIONAL DIPLOMA IN CYBERSECURITY

UNIVERSITY COLLEGE DUBLIN (UCD)
2021
DISTINCTION

MASTERS BUSINESS ADMINISTRATION (MBA)

ROTTERDAM SCHOOL OF MANAGEMENT (MBA)
1998-1999
DISTINCTION

ELECTRONIC/COMPUTER ENGINEERING (BA/BAI)

TRINITY COLLEGE DUBLIN (TCD)
1988-1992
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