SIMON GADD

Interim MD & Fractional CTO | Telco & IoT Transformation

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Available Immediately | SC Clearable | UK/Swiss Dual National | Day Rate on Application

EXECUTIVE SUMMARY

Interim MD and transformation leader who gets telco businesses from crisis to stability in under 12 months. Track record of turning around failing platforms, rebuilding teams, and securing renewal contracts under pressure. 20+ years in telco software — from founding-team startup to scaling a business from 3 to 200+ staff across multiple countries. Equally effective in the boardroom and the codebase. Available for interim (full-time, fixed-term), fractional (2-3 days/week), or permanent leadership roles.

ENGAGEMENT MODEL

Interim MD/CTO	Fractional Leadership	Strategic Advisory
4-5 days/week	2-3 days/week	IT due diligence, strategy
6-12 month assignments	Ongoing retainer	Project-based

TRANSFORMATION TRACK RECORD

IoT Platform Turnaround	6 Months	Telco Software Scale-Up	9 Years
Took over as MD of a struggling IoT connectivity platform. Platform was missing SLAs, customer relationship was fractured, contract renewal was at risk.	Joined as employee #2 at a telco clearing startup. Built the engineering function, product suite, and commercial capability from a blank sheet.
Delivered: Complete platform rebuild • New 3-year contract secured • 300K+ SIMs under management • Led 28-person distributed team	**Delivered:** Scaled 3 → 200+ staff across multiple countries • Tier-1 MNO clients globally • Mobile Roaming Clearing & IoT Discount platforms

PROFESSIONAL EXPERIENCE

Interim MD & Fractional CTO — Stratus Systems Ltd | Feb 2026 – Present
Providing interim and fractional technology leadership to telco and IoT businesses. Available for turnarounds, scale-ups, PE/VC portfolio support, and IT due diligence engagements. Open to the right permanent opportunity in parallel.

Managing Director — Nextgen SIMplify | Sep 2024 – Feb 2026
Full P&L ownership for Nextgen's IoT connectivity business unit. Led turnaround of failing platform and team.
- Took over platform in crisis — missing SLAs, fractured customer relationship, contract at risk
- Complete platform rebuild and customer recovery in 6 months; secured new 3-year anchor contract
- Led 28-person distributed team (UK product, India engineering); established incident management, SLAs, change control
- Architected AI-driven analytics platform (Apache Pinot, Superset) for 300K+ managed SIMs
- *Role concluded following group restructuring*

Independent Consultant — Telco Software & Defence | 2018 – 2024
Provided product strategy, pre-sales, and technical consulting during a portfolio career phase between executive roles.
- MoD Contracts (SC Cleared, 2020-2024): Oracle APEX development for defence systems; deep understanding of government hosting, engineering standards, and orchestration requirements
- Nextgen Clearing (2019-2020): Technical pre-sales for major enterprise opportunities; created PoC systems that won deals
- Trilogy Networks, Denver (2018): Product vision and business case development for critical platform products

Board Director (Technology) — Nextgen Clearing | Jan 2009 – Jul 2018

Joined as employee #2. Built the technology function and product portfolio from a blank sheet as the company scaled.

- • Helped scale business from 3 to 200+ staff across multiple countries
- • Built Mobile Roaming Financial Clearing and IoT Discount Management platforms from concept to production
- • Central to securing Tier-1 MNO clients globally; represented company to wider GSMA industry
- • Led team transformation from legacy Oracle Forms to modern Oracle APEX stack
- • Active board member with governance, investor reporting, and strategic planning responsibilities

IT Manager, DBA & Senior Developer — United Clearing / Syniverse | 2001 – 2007

Supported and rebuilt Financial Clearing platform. DBA activities, data architecture design, software development methodology. First-hand experience of acquisition (United Clearing → BSG → Syniverse).

CORE EXPERTISE

AI & Data	Telco Domain	Leadership
Agentic AI Systems	IoT / CMP Platforms	P&L Ownership
Decision AI / ML Ops	BSS/OSS Systems	Scale-up (3→200+)
Real-time Analytics	Wholesale Roaming	Tier-1 Deal Closing
API-First Architecture	4G/5G/eSIM/eUICC	Board & Investor Comms

I operate through Stratus Systems Ltd, a UK limited company. Professional indemnity insurance in place.