

Name: Andrew Peter Crookes

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A Business Director with extensive experience of leading specialist sales and business development teams in Govt sector. Significant experience in contract, bid and project management as well as strategy setting and proposition development. Security cleared and therefore able to work on Government sensitive bids and opportunities.

Devised and delivered training to improve the quality of bids and sales proposals along with mentoring, change management and team building skills designed to motivate people to reach their potential.

Excellent communicator with proven negotiation and selling skills and the ability to forge strong working relationships with people at all levels.

1. Employment Details:

From: September 2006 to present

BT Government – Business Director

Responsible for helping to set and execute the sales strategy for the final stages of major bid into UK Govt. The team included senior representatives from each of the partners, subject matter experts from industry and members of the trusted community. The strategy was endorsed and subsequently adopted by senior management of BT and partner organisations.

Additionally, part of a team responsible for the development and delivery of ICT propositions to the Police market including CRM, ID management and mobility.

2. Employment Details:

From: January 2005 to August 2006

BT Government – Head of Sales Development

Managing a team responsible for spotting, developing and then closing ICT opportunities. Also responsible for change management and setting the strategy and direction of the team as well as the day-to-day team management. The coaching and development of the team was a key part of the role.

Excellent results were achieved which were measured by achieving and exceeding all business targets (114% of revenue target), a number of the team being promoted and the team winning the sector Team of the Year.

3. Employment Details:

From: October 1999

To: December 2004

BT Government CJ&P – Major Projects, Head of CRM Team

Leading sales role in the C3i bid for the Metropolitan Police working closely with the client director and to lead the bid on behalf of the sector. BT was successful in winning the business which resulted in it earning the right to bid, and then win, the outsourcing deal.

Prior to this role, head of CRM where I was responsible for a team of CRM and Call Handling specialists.

4. Employment Details:

From: September 1997

To: October 1999

Head of Bid Management and Contract Manager

Head of bid management team in BT's outsourced call centre division. Responsible for setting up a team of bid managers and the associated support team. Contract Manager for Marks and Spencer account. Key responsibilities were ensuring that all aspects of the contract, including operational issues and profitability, were effectively managed. Grew contract revenues by over 50%.

5. Employment Details:

From: February 1996

To: September 1997 - BT Syncordia Services - Project Manager

Project manager in the Global Finance. Role was to build and lead project teams to implement BT Syncordia Services projects from bid stage through to completion ensuring that the projects were delivered within time, cost and quality.

6. Employment Details:

From: September 1989

To: February 1996 - Private Services Product Line – Product Manager, Pricing Manager and City Market Manager

A number of roles in network services product line including product management, pricing manager and product marketing manager.

7. Employment Details:

From: January 1989

To: September 1989 - BTUK HQ - Personal Assistant to BT Board Member

Assistant to a BT Main Board member Duncan Lewis (Director of Procurement, Strategy and Network Services). Main role being to ensure that he was fully briefed on current issues, prepare presentations etc. and to maintain discretion when dealing with other senior managers.

8. Employment Details:

From: September 1972

To: December 1988 - Sheffield & Lincoln District

Installation and maintenance and pre-sales support including voice and data planning.

Education:

School: Tapton Comprehensive Sheffield 1966 - 1970 'O' Levels

College: Granville College Sheffield 1970 - 1972

C&G Mech Eng Part1

Stannington College Sheffield 1979 - 1983 BTEC

(Telecoms)

Sheffield Polytechnic 1983 - 1985 BTEC

(Telecoms)

Training:

Project Management (intro and advanced), Target Account Selling, Solutions Selling, Product Marketing, Supportive Management, Process Management, Managing Effective Relationships, People Leadership, Presentation skills.

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