



CEO, COO, Legacy & Digital Value-Chain Driven Transformation, Delivers Competitive Position, Profits, New Growth & Opportunities.

Focus on Start Up's and SME's.

JOHN CULLETON

Case Study - SME Business Consultancy

Scope/Requirement - Established and develop the UK technology and business consultancy operation of a US parent firm covering Financial Services, Asset Management, Insurance, Technology

Method – Led development of business case, business plan and financials. Determined core offerings and developed resource and intellectual capital. Established partnership with a US asset management software house with EMEA presence with requirement for technical and business skill sets. Partnered on solutions design and delivery whilst also developing own client base including Morgan Stanley, ING and Deutsche Bank. Additionally led all client sales initiatives, developed and managed client relationships and solutions delivery. Responsibility for financial administration and P&L, governance and operations.

Achievement - Development of London based 40 FTE financial services and technology consultancy over three years from a green-field start, with turnover of circa £6 mil per annum, gross profit at circa 30%, and net positive contribution to group after two years. Secured and delivered business/technology projects across corporate banking and retail banking, insurance and real estate in UK and EMEA, Central Europe and Russia. Developed secured business pipeline averaging £2 mil by Q2 year 2.

To get In touch with John, in the first instance, please contact Richard Crossman at Aruba Executive Search by calling 0117 230 5050 or email richard@arubaexecutive.co.uk