

Name: Harry Storer

Current Position: Strategy Director

Key Skills:

- Business strategy and planning
- IT Implementation, Operations, Support, Security and Audit
- Organisational change management
- Coaching, mentoring, and developing high performance management teams
- Planning and managing for acquisitions and IPO

Profile

Harry is a C-level executive with experience in sales, business strategy, and IT service delivery.

Harry has experienced the acquisition of smaller companies by a large organisation and has also been on the other side of the deal, i.e. being acquired. He has worked as part of an executive team taking a medium sized company through Initial Public Offering to a successful launch.

Harry has worked as a management consultant in a Big 4 partnership, and at very senior levels in three software companies, namely Oracle; Ventyx (acquired by ABB) specialists in infrastructure maintenance; and Bravura Solutions focused in FinTech.

Typical roles for Harry include working at board level on business strategy; representing the delivery focused aspects of large and complex software sales - ensuring customer confidence in the proposed solution; guiding large and complex implementation projects working with senior client executives; risk management / problem solving; leading software implementation and support teams to agreed growth, revenue, margin, and client satisfaction targets.

Professional Experience

2024 - present **Strategy Director, ConsultingWhere**

Responsibilities:

- Director and Board Member
- Assess new business opportunities
- Practice Development
- Quality Assurance of project delivery

Harry has responsibility for business strategy and evaluation of new lines of business as ConsultingWhere expands into new markets and offering new services. As a member of a strengthened management board, he will also provide advice on scaling of current value propositions and managing business growth.

2021 - present Advisory Board Member, Intuety

Intuety is a fast-growing technology company that unlocks the true value of an organisations industry experience to inform risk assessments and predict likely incidents. This reduces duplication and time wasted and improves safety.

Responsibilities:

- Attend advisory board meetings on strategy and business plans
- Assist with recruitment of senior staff members
- Mentor existing staff

2014 - 2017 Chief Operating Officer, EMEA Wealth Management, Bravura Solutions

Bravura provides wealth management systems, life insurance administration, and funds administration to blue chip companies in Europe and Asia.

Responsibilities:

- Responsible to the board for the Implementation of Bravura's award-winning software, Sonata
- Post implementation support for a wide range of clients
- Plan for, and managed the Wealth Management business through, IPO
- Grow implementation capability and capacity organically and through partners
- Full P&L and contractual responsibility for client work
- Member of the global executive team with inputs to business strategy and corporate governance

Achievements:

- Took Sonata from one to four live clients, supervised first UK upgrade
- Grew the wealth management headcount by approximately 250% in three years
- Start-up of consulting operations in South Africa
- Achieved revenue and margin targets for IPO in November 2016, and for the end of first year of ASX reporting on 30th June 2017

2011 - 2014 Senior Vice President, Global Consulting Ventyx, (ABB)

Ventyx is a global software and services provider to the energy, utility, communications, and other asset-intensive businesses. Ventyx initially merged with Mincom, which offered similar products and services to the same industries. Ventyx was then acquired by Asea Brown Boveri Ltd (ABB) who are a major Swedish-Swiss engineering business who provide power transmission equipment and long-term maintenance contracts on an international basis.

Responsibilities:

- VP Consulting APAC for Mincom, then SVP role for Global Consulting for Ventyx
- Lead and expand global software implementation capacity and capability
- Develop and lead a global sales campaign for software upgrades
- Member of the global executive team

Achievements:

- Ellipse 8 upgrade program developed and implemented.
- Exec sponsor for major implementations at TransGrid (Aus), eTheKwini Electricity (South Africa), Central Asia Electricity and Power Company (Kazakhstan)
- Managed the merger of Mincom and Ventyx consulting teams into ABB

2010 - 2011 Managing Principal, Earned Value Consulting

Earned Value Consulting (EVCon) targeted customers investing in IT systems as a means of enabling significant business change.

Responsibilities:

- Advising / leading the start-up of a Cloud Based Consulting business in Australia
- Developing a vendor management strategy for an Australian Investment Bank
- Reviewing the usage and licensing of Primavera project management software for an international construction company based in Australia

2008- 2010 Senior Vice President, Oracle Application Sales Asia Pacific

Led the Applications License sales business across the five regions of the Asia/Pacific (APAC) division: Australia/New Zealand; ASEAN, India, Korea and Greater China. The combined target for new license sales was in excess of USD 200m.

Responsibilities:

- Sales of Oracle eBusiness suite via Oracle sales team and partners across the Asia Pacific region, all industries. USD 200m budget
- Build joint sales strategies with the global Systems Integrators
- Grow sales of new and acquired products and up-sell to existing Key Accounts
- Member of the Asia Pacific management team

Achievements:

- Increased market share vs. SAP in FY10 (independent market data)
- Doubled sales of CRM On Demand FY10 over FY09
- Successful sales with key accounts:
 - Victorian Dept. of Education, Australia
 - Standard Chartered Bank, Singapore
 - National Broadband Network (NBN) Phase 1, Australia

2000 - 2008 Senior Vice President, Oracle Consulting Asia Pacific

Responsible for the APAC Consulting sales and implementation team.

Responsibilities:

- Grow revenue and profit
- Support the licenses sales teams - particularly large deals and new products

- Build customer references and manage customer delivery expectations
- Acquisitions - deploy acquired staff, manage acquired customer concerns
- Member of the Asia Pacific management team

Achievements:

- Merged PeopleSoft, JDE, Siebel, Hyperion and BEA consulting teams into Oracle APAC, and directly managed Peoplesoft Japan consulting team for two years
- Introduced professional Service Sales managers to Oracle Consulting
- Represented Oracle Consulting during the sale of the following major deals:
 - The Asian Development Bank - Financials
 - Korean Air - Financials and complex Maintenance, Repair and Overhaul (cMRO)
 - Qantas (eQ Project) worked with CIO and partner (IBM)

1995- 2000 Vice President, Oracle Consulting Australia / New Zealand

Leader of the Sydney / Brisbane / Canberra Consulting team, then promoted in 1997 to lead the ANZ Consulting Sales and Implementation team.

Responsibilities:

- Grow revenue & profit
- Implement project management and ISO 9001 quality standards
- Hire, train and deploy new staff in line with growth

Achievements:

- Rebuilt the Sydney / Brisbane / Canberra management team
- Strong Top Line growth, approx. 40% Y-O-Y, FY95 to FY99
- Certification in ISO 9001
- Year on year revenue growth of roughly 25% during the period

1993- 1995 Senior Director, Project Management Oracle EMEA

Responsible for setting project management disciplines and for hiring, training, and deploying project managers, and delivering large implementation projects.

Responsibilities:

- Provide project managers for large and complex projects
- Work with Oracle US to develop project management standards and training
- Executive sponsorship for large projects

Achievements:

- Grew the team from 3 to 32 staff over two years
- Significantly reduced project overruns
- Introduced new project management methods and controls

1984- 1993

Managing Consultant, Price Waterhouse London

Assignments in troubleshooting, project management, IT strategy, and implementation for Public Sector and Financial Services clients.

From 1990 manager of PW's UK Public Sector Systems & Programming practice, which meant hiring and training graduates, and supervising all Public Sector projects. 1991 - 1993 bid manager, and then project director, for a 100+ man-year / GBP 15m project to build electricity trading systems for the electricity industry - National Power.

Qualifications

B.Sc. Genetics/Bacteriology, University of Newcastle upon Tyne

HND Computing Science, University of Newcastle upon Tyne

Diploma in Media Studies

London Business School's Global Business Consortium training course

Outside Interests

Golf, Skiing, Bridge, travel and family.

CV last updated: April 2024