

Keith John Schofield

Mobile 07836 249 376

6 Redmayne Drive, Chelmsford, CM2 9AG, UK

Home 01245 609798

Work 0207 55 88 99 2

keith.schofield@dotdash.bizwww.dotdash.biz**SUMMARY**

Seasoned commercial development director and general manager of complex telecommunications infrastructure projects, external clients and international virtual teams. Proven record of successfully managing consultancy implementation programmes and relationships from front line staff to CEO. Trustee Director in the fully funded scheme of Cable & Wireless Pension Trustee Ltd. Ideally suited to a lead commercial role in a business unit where problem solving, creativity, service development, tenacity, energy, integrity and commercial acumen will immediately contribute to long-term profitability.

KEY SKILLS

- *Passion for the customer (internal and external) – consistently achieving strong positive feedback*
- *Record of programme delivery in new technology and operationally challenging circumstances*
- *Extensive negotiation and influencing skills at a senior level in the creation of major infrastructure*
- *Managing successful infrastructure competitive procurement through international open tendering*
- *Sound business and commercial judgement to achieve profitable business*
- *Managing teams and bids, troubleshooting, and rolling up the sleeves to do it myself*
- *Diplomatic yet tenacious and persuasive – plenty of repeat business*
- *Solving complex problems and building the confidence in the team to do the same*

CAREER SUMMARY

Present Employer: Cable & Wireless UK and international telecommunications carrier 1990 to date
Director, C&W PTL (March 2005); Programme Manager, 'OneBuild' (March 2006)..... to date

- From April '06, established first of eleven site rationalisation programmes within formal governance to effect site closures. £5m Business Case approved by CEO in April '06. Progress on-track.
- Trustee Director of Cable & Wireless Pension Trustee Ltd. Led the Board team responsible for approving amended Trust deed & rules ahead of 'A' Day. Fully funded, £2bn in management.

Director, Commercial Development.....2003-2006

- Overcame diverging strategies for C&W next generation interconnect to compete with BT. Forged a cross-functional approach including programme managing and defining benefits of chosen solution.
- Assembled a team of 26 from across the UK business on Dhiraagu bid for a multimillion e-government software and network build, delivered a credible, £8m bid – achieved top level of compliance.
- Awarded C&W UK CEO Innovation award for 'Flex10' idea implemented, £135kpa verified saving.
- Within 3 months, commercialised/priced Network Service proposition over 500 staff working for C&W, creating a unified menu of services used by clients throughout C&W. Implemented for 18 months.

Programme Director, Global Operations Engineering Services (GOES).....2000-2003

- Successfully won and project managed >£1.4m of consultancy business. Achieved targeted revenues, earning 30%GM – drafted and won consultancy contracts with Southern Cross, Aquatica, and Polarnet.
- As consultant & Director Client/Account Management, engaged to review \$1.8bn Polarnet Cable Business plan in preparation for funding.
- Consulted as operational programme director with Banco Santander and Schahin CEO on \$400m structured finance for Aquatica Ltda (2500km Brazil sub-cable backbone), including procurement, operational and business planning and marketing. Negotiated innovatory 'ghost' shares arrangement for part of C&W fee upon completion. *I recommended transaction stopped. Client saved \$400m.*
- Full general management contribution to MD of GOES: 50 people, revenues £16m 35%GM.
- Managed largest external clients with virtual teams of 1-5 people. Clients referred most new business.
- Achieved highest Customer 'Voice of the Customer' satisfaction rating within all Cable & Wireless (nine out of ten rating, October 2003 VOC survey).

Programme Manager, Strategy & Business Development, Network Services.....1998-2000

- Successful line management of permanent 5 person team in winning/executing submarine cable engineering and quality assurance consultancy contracts earning profits of over £125k pa.
- Won £2.5m pa profitable revenue of consultancy business at 35%GM. Virtual team of 10.

Keith John Schofield

- Doubled consultancy revenue for largest customer from £5m to £10m over four-year period 1997-2001 winning 4 contracts, return business and Contract Variation Orders, including changing resource plan.
- Achieved successful commercial introduction of infrastructure technical due diligence service for Banks and Infrastructure investors. Achieved £2m revenue, £800k profit. Produced marketing collateral.
- Led the team to conduct commercial procurement and write the contract for the Americas III Cable Network, valued at \$1bn, with consortium partners from five other international carriers. Introduced innovatory landing party agreement, subsequently adopted internationally.

Projects Manager, Systems Engineering & Projects (C&W Network Services).....1995-1998

- Managed Submarine Systems professional & engineering consultancy business, £0.5m pa business typically achieving 35%GM internationally. Worldwide clients. Successful billing of all work.
- Developed and Implemented Special Approvals Process across dept of 50 to screen new business opportunities. Continued in use at least until 2003. Prevented all unprofitable business. Managed risk.
- Represented group company interests on numerous International Procurement Consortia to implement international sub-sea cable investments ranging from £4m to £800m.
- Led Brazil Domestic System Integration agreement. Achieved £0.5m consultancy revenue for the first Brazilian private submarine cable network supply contract. Delivered on time, >£100k profit.

Cable Project Manager, Systems Engineering & Projects (Cable & Wireless Marine).....1992-1995

(Promoted from) Senior Systems Engineer, Systems Engineering & Projects1990-1992

- Managed international team building record-breaking £8m Latvia-Sweden Cable System (1994) including full responsibility for technical and commercial contract negotiations. Within budget.
- Consortium Project Manager (STC/CWM) on successfully implemented £4m Brean-Swansea Cable system – first 2.5Gb/s Submarine system in C&W's network (1993). Within Budget.
- Represented C&W on technical working groups for the formation of international cable projects (e.g. Taino-Caribe, Curacao Aruba, NPC, APC, UK-N12) including writing cable specifications.

Previous Employer: STC Submarine Systems Ltd Supplier of Sub-sea Cable Networks 1981-1989

Projects Manager rising from Process Manager, Project Leader System Assembly & Test, Senior Development Engineer, Junior Development Engineer, Graduate Trainee 1981-1989

All necessary training to achieve Chartered Engineer, developing cable and processes and the cable factory system assembly and test process for international cable systems such as TAT-8 and PTAT-1. Promoted to process manager then projects manager, reporting to the Manufacturing Projects Director on projects valued at £55m per year. This led to a clear practical appreciation of the stresses and issues from developing new products, manufacturing using new processes, and delivering product to meet customer and company expectation.

EDUCATION, QUALIFICATIONS AND TRAINING

Professional Qualifications: Member of the Chartered Management Institute, Member of the Institution of Mechanical Engineers, Chartered Engineer.

Southampton Institute of Higher Education: Postgraduate Diploma in Management Studies.

University of Southampton: Upper Second Class Honours Degree, Mechanical Engineering.

Hastings Grammar School 3 'A' levels in Mathematics, Further Mathematics & Physics. 9 'O' levels

International Published Papers/Presentations

- SubOptic Convention.....San Francisco 1997, Kyoto 2001, and Monaco 2004
- KMI Subsea Cable Symposium.....San Diego 2002
- Pacific Telecommunications ConferenceHonolulu 1994

Other: in 2006, fulfilled the Pension Regulator's online training for Trustee Knowledge & Understanding.

Married with three teenage children, engaged in local Church, enjoying Cuban salsa, camping & travel.