

# Tim Thomas

## BUSINESS DEVELOPMENT DIRECTOR

✉ info@resumekraft.com    📞 +1-202-555-0114    📍 London, UK    [in linkedin.com/in/tim](https://www.linkedin.com/in/tim)

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12 years of professional experience in Business Development strategist who builds strong, dedicated client relationships and partnerships that are built on trust. Highly motivated entrepreneurial passion who leads companies to growth and market differentiation with a record of generating new business opportunities and developing lucrative partnerships. Proven track record of implementing the necessary business development strategies to accomplish breakthrough sales objectives while creating unique market-entry strategies, managing business relationships, building credibility, and establishing immediate rapport with potential clients.

### SKILLS

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- Communication
- Customer and Service Oriented
- Development of Innovative & Business Oriented Solutions
- Delivering innovative solutions

### EXPERIENCE

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DEC 2006 - PRESENT

#### Business Development Director

##### Tech Point Ideas LLC

- Setup and daily management of AgilePoint EMEA operations (all aspects from marketing, sales, operational management, finance, HR) reporting to CEO in US
- Building partner network across EMEA-region
- Manages the global marketing activities of AgilePoint

APR 2002 - NOV 2006

#### Business Unit Manager

##### Digital Ocean, Belgium

- Building new business team around SharePoint based solutions. Scale from technical platform to a business platform (including Workflow and Process Management Solutions). Sample of customers: Athlon Car Lease, Kyphon, Vandemoortele, Aprim, Rosy Blue, Mazda Motors Europe....
- Managing a team of 8 people (sales and implementation team)

JAN 2001 - MAR 2002

#### Deputy General Manager E-Business

##### Hyundai Motor Marketing Europe

- Responsible for the e-business development team
- Design and implementation of a reliable e-business backbone (B2B2C); web-content management; application engine; eai
- Selection of strategic partners and development tools
- Bundle the different e-business related efforts across the organization
- Assistant to the General Manager IS

NOV 1999 - JAN 2001

#### Group E-Business Manager

##### Space Icon Group

- Co-ordination of the different efforts in the business units concerning e-business and digital services.
- Development of relations with external partners (Kodak, Fuji)
- Hold regular steering committees across Europe
- Creation and implementation of common e-business solutions

- Integrate the e-business solutions with the other business systems (administration, production, finance)
- Evaluation of the global market (EU/USA) related to digital imaging

APR 1996 - NOV 1999

**Group IT Manager**

**Space Icon Group**

- Evaluation of hardware needs inside Spector Photo Group and setup of European Guidelines
- Design of internal and external software packages
- Implementation of Operational Procedures
- Implementation of European Email and collaboration systems
- Setup and implementation European WAN infrastructure
- Responsible technical roll-out: SAN, SAP
- Responsible for technical implementation of new production (factory) units
- Contract negotiations with IS suppliers for Europe
- Development of e-business projects

**EDUCATION**

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SEP 1985 - JUL 1988

**Industrial Informatics**  
**The University of Texas at Dallas**

SEP 1988 - JUL 1990

**Professional Bachelor Informatics**  
**New York Institute of Technology**

**LANGUAGES**

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English	● ● ● ● ○	German	● ● ● ○ ○
French	● ○ ○ ○ ○	Arabic	● ● ○ ○ ○