



Adrian Stone

Southampton, Hampshire, UK

+44(0) 3333 391441 | adrian@st-securities.co.uk [in](#)

A degree educated, innovate problem solver and commercially astute professional with over 20 years of international experience in Business Development, Technical Sales, Solutions Architecture, Project and Programme Delivery, IT Operations and Management. An individual who thrives in high-value business critical situations; with a proven record of designing and delivering complex solutions; delivering demonstrable results and measurable benefits to his clients; managing budget constraints to deliver real efficiency and savings; forming and leading high-performing geographically dispersed direct and matrix teams.

Professional Experience

De La Rue PLC, Basingstoke, Hampshire
Business Development Director (Product Authentication and Traceability)
06/2015 to 04/2016

Following a vertical restructure of De La Rue and creation of a dedicated Business Development function, I was asked by the Chief Commercial Officer to lead the formation and skilling of a new team of dedicated Business Development Managers and to develop a qualified sales pipeline to meet the Group Strategy for 2017 and beyond.

Production Authentication and Traceability was a natural extension of the product offerings I had previously been designing and delivering as the Chief Solutions Architect. This new role required the same focus and function as previously but with responsibility for delivering the strategic sales number for the product line through a combination of identifying, prosecuting and closing my own sales opportunities and providing both technical and sales excellence to the new Business Development team and the international Account Management Team.

The new team achieved all its objectives for the period in both pipeline development and sales numbers.

De La Rue PLC, Basingstoke, Hampshire
Chief Solutions Architect (Government Revenue Solutions)
11/2011 to 06/2015

Governments worldwide lose in excess of £20BN in revenue annually due to illicit trade. The Government Revenue Solutions business unit of De La Rue, the world's largest commercial security printing company, provided solutions to help governments reduce illicit trade and recover these lost revenues.

My role was to work closely with the sales team to translate our customers' business concepts and goals into deliverable solutions and ensure their commercial viability. Responsibilities include:

- Leading the bid process for large and/or complex technology dependent opportunities.
- Conducting technology research and scouting for in-house and external solutions.
- Leading technology and contractual discussions with potential partners and supplier.
- Defining the product roadmap and strategy to meet the future needs of Clients.
- Leading new product initiatives and managing product life cycles.
- Qualifying a £300 Million sales opportunity pipeline and providing technical and presales support to an international sales team.
- Providing appropriate commercial models for Client solutions.
- Representing the Business up to Ministerial Level with Governments globally.
- Establishing, mentoring and leading technical sales, delivery and development teams.
- Managing the delivery processes and overseeing the implementation of new projects.
- Managing customer expectations and engagements.
- Defining and agreeing operational agreements and service levels with customers and service providers.

Experience *continued*

De La Rue PLC, Basingstoke, Hampshire
Programme Manager (Revenue and Brand)
01/2011 to 11/2011

I joined De La Rue in a role responsible for the delivery of IS development projects in support of client requirements. My duties included:

- Delivering a £7 Million portfolio of customer technology projects.
- Mentoring junior Project Managers.
- Day to day management and leadership of software development teams.
- Implementation and oversight of a new PMO structure.

Key Achievements

- Worked closely with the Government Revenue Solutions Director to found the business unit and set its vision, mission and strategy
- Architected and delivered anti-illicit trade programmes protecting over £20Billion in national revenues for Governments on 4 continents.
- Architected the technical elements of a £10Million RFI for the UK Government.
- Worked with the World Customs Organisation to deliver integration to a Global anti-counterfeit tool.
- Sourced and launched core software products to prevent illicit trade and protect government revenues through the use of in-field tools to fight fraud and smuggling.
- Developed and delivered an ongoing technical training programme for a sales force of 40

Adrian Stone Consultancy Ltd.
12/2005 to 01/2011

Between April 2007 and January 2011, I contracted to Hampshire County Council and the UK Government primarily on the design and implementation of large data system and security projects.

Between July 2006 and April 2007, I contracted to BT Convergent Solutions where I was responsible for a programme of technology projects of values up to £5Million.

Key Achievements

- Implementing the Employee Authentication Service across the Hants and Isle of Wight Partnership giving over 10,000 users token access to Central Government IT Systems.
- Developed a full identity lifecycle management strategy and architecture; providing single sign on to multiple networks and authentication to web based applications for Hampshire County Council.
- Delivered across Hampshire CC, the solutions required to meet the statutory requirements of the DCSF's ContactPoint initiative.
- Delivered infrastructure upgrades to support migration of the county wide schools management tool across 537 networked sites.
- Delivery of a £3.2Million infrastructure programme for a major broadcast PLC.
- Between December 2005 and 2006, I contracted to an import and distribution company in the UPS and Portable power sector where I provided financial and IT management services.

Education, Training & Qualifications

Higher Education

University College of Wales, Aberystwyth, UK
BSc (Hons, First) in Environmental Animal Physiology

University of Liverpool, UK
MSc in Computing and Business

Professional Accreditation

ITIL v3 Foundation
Prince2 Practitioner

Professional Qualification

Certified Cisco Network Administrator
Microsoft Certified Systems Engineer
Microsoft Certified Professional – Office Products
Certified Novell Engineer
Certified Novell Netware Administrator

Languages

English – *Fluent*
French – *Conversational*

Other

I work to provide crisis intervention through a national charity on a voluntary ad hoc basis when my work and travel schedule permits.

I am a novice sailor working towards my RYA certifications with a particular interest in multi-hull boats. When at home I also enjoy cooking, DIY and small space agriculture. I am a keen skier and PADI qualified open water diver.

I am a fully qualified motorcycle instructor and until recently taught on a voluntary basis through a local motorcycle club.
