# Straight2Tim K Gaines

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## OBJECTIVE

Seeking a senior level management position, where my successful background in leadership and developing ‘best practice’ sales and general business campaigns, around a solutions based approach, can be utilised. I firmly believe in business process and because of my background, I have abilities in both General Management, Sales and Marketing. I have real passion to lead a company. I believe that my skill set is transferable and in the right environment would help any company grow and prosper.

## SUMMARY

* Having started and sold my own company within a 7 year period, I have learned to

 manage the Profit and loss as well as understanding as to why customers deal with

 your company rather than your competition.

* After working in PNG I have established contacts in both government and business.
* I have the ability to identify and lead teams to get the best result for the individuals

 and company. This in turn is reflected in the team performing to its full potential.

* Committed team leader who is able to make a successful contribution to group

 performance.

* Proven background of success and focused on achieving set targets and business

 goals.

* Analytical approach to work, with the ability to comprehend and resolve complex

 business issues.

* Excellent communication, interpersonal and leadership skills, with the ability to

 develop strong relationships and influence.

* Organised and resourceful, with the ability to lead, motive and inspire staff to achieve

 excellent results.

* Professional, with a proven background in both developing and leading teams.

 Highly technical win / win sales solutions for leading national and global companies.

## CAREER HISTORY

##### June 2014 – To date Seimens-Australia

* **Commenced** International Business Development Manager Mining Oil and Gas

Seimens is a global power house in their respective areas, with turnover in excess of 100 billion Euros. I was approached to be part of the team that focussed on large projects across all business units. Because of my diverse capabilities across IT and mining platforms, I was asked to assist in this process. Large projects in general are morphing and merging causing the traditional approach to struggle. I approach all opportunities with an open mind and a can do type attitude. The role is very diverse and works across all parts of the business.

## Key Responsibilities:

* Lead very senior sales teams to ensure we have a consistent approach to maximise the potential to win.
* Because of my background working in PNG I am responsible for building Siemens sales portfolio. This involves regular visits to meet with very large international companies.
* Accountable for sales strategy to win large projects across the business, while achieving a healthy profit.
* Manage the high level relationships within the account to secure the desired outcome.
* Set up the capture teams across the business units to help maximise our offerings.
* Run strategy into large opportunities across the business

## Major Achievements

* I have managed to establish Siemens in PNG. We now have a partner network as well as dealing with every mine site andlarge industry clients.
* Being approached to join such a great company to build sales capability.
* Re design how the sales strategy around large projects can develop.
* Helping develop a fresh strategy around our approach to winning large complex sales.
* Working with large customers to understand their challenges while being trusted enough to be part of their process to achieve their desired result.
* Positioned Siemens to win the largest Copper Gold green field project in PNG. Value 100,000,00

## CAREER HISTORY

##### June 2010 – To date May 2014 Schneider-Electric Australia

* **Commenced** as International Business Development Manager
* Promoted to the role of General Manager Large projects.

Schneider is a company with offices in over 100 countries worldwide with a turnover in excess of 22 Billion Euros. My role started as National Business Development Manager. That position was to identify and then qualify and win large multi-billion dollar green field mines. I was very successful in that role and was promoted in the General Mangers role responsible for large complex sales. My new role expanded my portfolio into all aspects of Schneider’s business divisions including food and beverage, water and waste water, as well as all types of mines both Brown and Green field.

## Key Responsibilities:

* Run very senior sales and project teams to ensure we have a consistent approach to maximise the potential to win
* Accountable for profitable solutions based approach into large complex green and brown field mines
* Manage the high level relationships within the account to secure the desired outcome.
* Set up the bid teams across the business units to help secure our pit to port offering.
* Lead and direct our sales strategy into large green field opportunities

## Major Achievements

* Secured the first frame agreement for the electrical standard across the largest coal

 Mine in Australia. Total value $40,000,000,00

* Re invented the way large sales campaigns are run within my sector of the business.
* Helped Develop a fresh strategy around our approach to winning large complex sales,

This included on how we engage with not only the client, but the clients consultants

* Positioned Schneider to be the only company considered for large packages in a new

Green field mine.

## CAREER HISTORY

##### June 2008 – June 2010 Daltron Technology-papua new Guinea

**Commenced** National Sales and Marketing Manager

Daltron is the leading IT Solutions provider in PNG and the only HP premier partner. They also are the only Xerox reseller in the country. My position here is varied and diverse. I have around 50 direct reports Made up of many different areas including ISP, Training, Professional services, Outsourcing, and Retail. I am in charge of all sales and marketing across these areas.

KEY RESPONSIBILITIES:

* Completely reorganise the sales teams. I came up with a new sales structure that better utilised our core strengths.
* Design and implementation of growth strategies and process improvements for each direct reporting operational division.
* Identify, develop and launch innovative product and service offerings into the PNG Market.
* Opened up new partnerships and lifted our presence inside others like Oracle, Microsoft, HP, Ingram, Micro, Dell and APC.
* 100% responsible for the full sales budget.
* Identify target markets and determine optimum marketing and sales strategies.
* Prepare business development plans, including budgets and progress reports.

MAJOR ACHIEVEMENTS:

* Lead the sales effort in landing the largest deals in the company history, Ok Tedi Mining, Digicel, Department of Finance.
* Moved them firmly into the service delivery part of the market.
* Merged different parts of the business into more streamline and efficient business units
* Developed a culture that helps and supports each other through empowering key team members
* In a very difficult year, I grew the company.

## CAREER HISTORY

##### June 2005 – May 2008 Eagle Technology, auckland

Eagle Technology Group is a leading New Zealand Information Technology business. It provides total IT solutions from design and development through to implementation and support, ensuring its customers gain and maintain their competitive advantage.

* **Commenced** as a NEW BUSINESS SOLUTIONS MANAGER
* In 2007, promoted to the role of NATIONAL SALES DIRECTOR – DIGITAL INFRASTRUCTURE

#### NATIONAL SALES DIRECTOR – DIGITAL INFRASTRUCTURE 2007 - 2008

KEY RESPONSIBILITIES:

* Design and build the most energy efficient data centre in the Asia-Pacific region.
* Establish networks with blue chip clients and partnerships with IT specialists and

 power companies.

* Source financial backing as well as gain other resources necessary to successfully develop the

 Centre.

* Set up systems and processes to ensure smooth business operations and positive financial

 Outcomes.

* Analyse the current marketplace, and estimate customer demand.
* Identify target markets and determine optimum marketing and sales strategies.
* Prepare business development plans, including budgets and progress reports.

MAJOR ACHIEVEMENTS:

* Identified an opening within the market of a chronic shortage of high quality data centre space. After receiving Board approval, initiated a partnership with Counties Power and Global Data Centre to assist with a major design and build. Pinpointed and invited large corporate companies to participate.

#### **Commenced** New Business Solutions Manager 2005 - 2007

KEY RESPONSIBILITIES:

* Organise and analyse market research and surveys, and generate reports on products, services, consumers and sales.
* Study competitors' products and services, market trends and customer demand.
* Monitor sales, goods produced and/or services delivered.
* Improve existing products and services across all main revenue streams, including:
* GIS Geographical Information Systems
* Business Intelligence (working with the SAP and business reporting tool space)
* System Integration
* Training
* Identify and implement strong communication strategies to attract customers.
* Prepare corporate sales and marketing plans, including budgets and progress reports.
* Implement pricing schedules and special promotions.

MAJOR ACHIEVEMENTS:

* Quickly developed strong relationships across all business groups, building trust and respect within the company culture.
* Consistently exceeded quarterly commission targets based around qualified new business.
* Assisted with the implementation of a rebate system for major suppliers.

##### July 2005 – May 2006 Integral Group, technology solutions, Auckland

#### **Commenced** Sales and marketing Manager

Integral Group assists organisations to reduce business risk by using technology to solve complex business problems. Integral has developed a comprehensive suite of products and services comprising Infrastructure, Managed Services and Business Solutions.

###### **KEY RESPONSIBILITIES:**

* Identify opportunities to improve service offerings and add value within an established client

 Base.

* Seek and convert new business development opportunities.
* Provide a high level of business consultation around ‘best of breed’ and ‘best business’ practices.
* Evaluate RFP’s and RFI’s to ensure requirements can be achieved / exceeded
* Construct a bid team and lead it through to presentation.
* Discuss client requirements and negotiate SLA’s.

###### MAJOR ACHIEVEMENTS:

* Personally secured one of the largest accounts, a large utilities company valued at over $800k

 Plus monthly support costs.

* Developed and implemented a number of highly effective sales systems and practices to

 Improve overall business operations.

**My reason for leaving:** I didn’t like the way the company was being run at the time I am willing to discuss this and explain more fully.

##### January 2004 – JULY 2005 Origin Business Solutions-auckland

#### **Commenced** National Sales and Marketing Manager

#### Origin Business Solutions provide clients with IT plans and strategies and proactively assist them to manage their infrastructure.

###### **KEY RESPONSIBILITIES**:

* Lead key account management and new business development.
* Sell high technology products and solutions as well as develop strong relationships with businesses

 Customers.

* Liaise directly with major suppliers to ensure optimum pricing deals.
* Prepare budgets and corporate sales plans.
* Organise and facilitate training for sales staff.
* Coordinate promotional activities including radio and print media advertising.

###### MAJOR ACHIEVEMENTS:

* Engineered a successful departmental restructure to ensure a highly qualified and motivated

 Sales team.

* Launched the company’s outsourcing facility, securing three key accounts with a value of over

 $10 m.

**Reason for leaving.** I had achieved the goals set out when i started and always wanted to go back to working for a larger company again.

##### feburary 1999 – December 2003 Axon Computertime-Auckland

#####  Commenced Senior Relationship Manager / Business Development

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##### Axon Computer time is one of New Zealand's largest and fastest growing privately-owned ICT managed services companies.

###### **KEY RESPONSIBILITIES:**

* Develop and implement strategies for new business development.
* Build strong customer relationships and maintain regular contact with clients to ensure a high

 standard of service is maintained.

* Provide leadership and mentoring to other members of the sales team.

###### MAJOR ACHIEVEMENTS:

* Successfully recovered numerous key accounts which had been lost under previous account

 Management.

* Provided strong leadership for the bid team in responding to RFP’s and RFI’s.
* Forged strong associations with key accounts and strategic suppliers as well as senior

 Management.

* Assisted new sales staff in developing their skills in marketing / sales (including cold calling) and

 Account management.

* Successfully closed numerous major sales including:
* Software sale worth $1.5m.
* Storage Area Network (SAN) valued at $550k.
* Helpdesk services contract valued at $150k annually to Manukau City Council.
* $280k gross margin sale.

**Reason for leaving** I believe there comes a time to move on I had achieved what i had set out to do and Tim needed another challenge. Axon is the model all IT companies should strive to mirror.

##### January 1989 – JANUARY 1999 Genesis Computer and Office Supplies, Auckland

#### **Managing Director**

###### **KEY RESPONISBILITIES:**

* Set up all systems and processes for a successful business venture.
* Grow and expand the customer base through strong relationship development.
* Negotiate with both customers and suppliers to ensure solid pricing.
* Develop and implement marketing and promotional initiatives.
* Interact with a wide variety of customers, both in regards to quotations and successful

 job contracts.

###### MAJOR ACHIEVEMENTS:

* Established a very profitable and successful business, subsequently selling it as a going concern.

 At the time of sale, the business had achieved turnover in excess of $4.5m per year and employed

 16 people.

* Utilised an effective strategy to employ attitude and drive within an employee and then provide

 Training in required skills. This hiring strategy coupled with a well-developed ability to train and

 Motivate a team, built a highly successful organisation, becoming a leading firm in the industry.

**Reason for selling:** The statement above best reflects where I see my strengths. I feel very humble that I managed to start a company and then sell considering the share market crash in New Zealand at the time and the total lack of business confidence that followed.

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## Qualifications and Training

* Microsoft certified training sales training course
* IBM senor sales course
* Target account system training course
* HP most if not all HP sales training courses
* Novel trained
* Revenue Storm
* Sales force
* Business objects training
* SAP and Oracle training
* Personal trainer
* Philos Trained
* Miller Heiman Strategic Selling

## INTERESTS and Communty work.

* Interests include a variety of sports including rugby, Cycling, Tae Kwon Do and boxing as well as maintaining personal fitness through running and going to the gym.

MAJOR ACHIEVEMENTS:

* Represented New Zealand in Tae Kwon Do - New Zealand Heavy Weight Champion.
* Coached rugby and hockey at junior level. Won two national competitions.