Resume for Neil McEvoy

Location: Toronto, Canada
Tel: 647 524 3245
Email: neil@mcevoy.biz

Neil McEvoy is an entrepreneurial innovator and senior executive capable of direct sales, partnership and product development, raising Venture Capital and all other aspects of Business Development, with a track record of being first to market with numerous technology products and growing revenues for technology and consulting services.

He specializes in IT outsourcing best practices and new technology areas like Open Government, Enterprise 2.0 and Cloud Computing, and has fast-tracked a number of new products and companies to market. This includes founding, raising VC for and heading as CEO one of Europe's first SaaS (Software as a Service) providers, a joint venture with Microsoft to spin out their in-house MSN software into a hosted service to offer the first Web 2.0 portals.

Neil has launched and grown sales for numerous other similar IT products and ventures, such as the Unified Communications product range for BT, the first complex web hosting product set for the UK internet market with Sun Microsystems and the first managed firewall services in the early Internet days.

He is capable of all aspects of sales development including pipeline building, solution engineering, and executive selling and negotiations. He has prospected and closed customers such as Goldman Sachs, Fidelity, Credit Suisse, the BBC, Thomson Corporation, amongst many other blue-chip accounts, and has recruited and managed high-performance sales teams.

Career history

2003 – Present : MCS, McEvoy Consulting Services

I have worked as a freelance consultant on a number of projects to advise technology companies on product strategies, and provided engagement services to help fast-track their sales success. This has included ventures in a variety of markets such as storage, hosting and open source software, amongst many others, and in particular have repeatedly helped the expansion of North American firms into Europe.

June 2009 – June 2010 : Business Development Manager, PwC

Sales lead for the Newfoundland region in Canada, including the flagship public sector account the local provincial government. This is the largest key account for the Business Applications division, the IT professional services unit of PwC that provides consultants for a wide range of support and development needs in multiple technology areas. Services are delivered via a unique joint venture consortium with a number of small local IT firms to dynamically link government procurement to local economic development.

To maximize sales success I have become intimately familiar with the procurement strategies, markets and processes for Canadian government at the provincial level, and mapped these to a number of Solution Selling programs including Cloud Computing, the Microsoft Citizen Service Platform and Legacy Transformation.

2003 - 2007 Business Development Manager, BT

BT (British Telecom) is the world's oldest telecomms company, employing over 100,00 staff across 170 countries and generating over $20 billion in annual revenues. I was recruited to expand their success in the IT applications market, creating and closing large outsourcing deals that featured software, managed infrastructure and Professional Services, as well as core MPLS network services.

This was achieved through product innovation, working with Microsoft to create managed services around their new UC (Unified Communications) product set, then tailoring this for industry sectors such as Healthcare. I created white papers, spoke at industry conferences and recruited consulting partners to offer a full Business Transformation solution. This generated client opportunities which I would then close through co-ordinating multi-discipline solution teams, and I scaled up the program through building a UC Community of Practice to share knowledge and organize training across the larger sales force.

1999 - 2003 Founder and CEO, The App Tap

I conceived the concept of hosting online e-marketplaces to enable small businesses to access better online tools via the 'ASP' (Application Service Provider) model, and negotiated a unique software licencing deal with Microsoft to bring it to market, ‘spinning out’ their internal Atlantis content management software that was used to run their MSN portals.

To launch the business I wrote the business plan, recruited a board of high profile senior executives and raised over $4m in venture financing from key individuals in the UK Internet market, in particular $2m from Redbus Interhouse, the publicly traded data-centre hosting company started by Demon Internet founder Cliff Stanford.

I recruited and led the boardroom as CEO, and also the staff who I directed through a senior management team.

1996 - 1999 Head of Strategic Sales, PSINet

Alongside UUNet, PSINet was one of the first ISPs in the world. I was recruited to play a key role in their expansion into Europe, creating and heading up a senior sales team that was responsible for Major Accounts and Channel Partners. This was a small specialist unit that generated a signficant proportion of the overall sales and played a key role in breaking the market for the overall sales force to follow.

I 'led from the front', personally prospecting into and winning deals with blue-chip accounts like Goldman Sachs or the BBC, while also supporting and mentoring a mixed team of junior and senior personnel. We achieved considerable success through identifying enterprise-grade web hosting as an emerging growth market and organizing strategic alliances with Microsoft, IBM, HP and others to exploit it. We won the first large managed service contracts, establishing a level of success that led to major investment expansion into the UK data-centre market and ultimately a dominating position for PSINet.

1994 - 1996 Sales Manager, User Interface Technologies

Established and grew sales for a small IT consultancy specialising in Internet and VPN security. Cold called and built prospect base, qualified and closed leads. Won key blue chip clients, recruited and built first sales team.

1991 - 1994 Business Analyst, Spicers

Worked across Europe's largest wholesaler of office products, identifying projects for creating organisational and customer improvement. Worked in technical support, designing and managing DEC VAX based solutions. Increased efficiencies through uptake of EDI.

1989 - 1991 Salesperson, Pinnacle Office

Began career in trainee sales, establishing core selling skills in very tough environments of copier sales. Cold called and built prospect base, qualified and closed leads.