



Daren Mancini

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Objective

Highlight my professional track record and personal skills with a view to underscoring why I would be the right candidate for this role.

Key Skills

Relationships

Effective at building, maintaining and managing relationships at all executive levels, whilst connecting the dots between an organization and understand the inter relationships and dynamics of that organization.

Change Management

Aptitude to assess the needs of the business/organization and convert this into a clear execution plan, including skills and people.

Leadership

Inspire through coaching, mentoring and leading by example an organization to drive for results and excellent.

Drive for Growth

Insatiable appetite to exceed all key metrics which is infectious across the teams I have managed.

Values

I am committed to creating long term relationships predicated on trust, honesty and openness.

Professional Experience

General Manager – Microsoft Operator Channels

July 2011 – to date

Created a WW Key accounts group from nothing, hiring 30 people in the first quarter. I am now responsible for leading the worldwide channel sales performance for 5 product lines (Phone, PC/Tablet, Office 365, TV & Entertainment and Cloud services) with the “top 10 operators”.

General Manager – Microsoft OEM Division

May 2008 – June 2011

Built and led a worldwide team of ~50 people to manage the commercial, engineering, partner support and marketing relationships with 5 mobile and PC manufacturers. This included managing the local and HQ executive relationships at CEO level.

Director – Microsoft OEM Division

Feb 2006 – May 2008

Responsible for the worldwide sales, operations and management of the mobile and embedded software team, managing 94 partners building connected devices worldwide.

Director – Microsoft Communications Sector (UK)

Nov 2003 – Feb 2006

Transformed the UK relationship with the Cable, Media and Telco Industry. Rebuilt a team, created new direction and established critical executive relationships.

General Manager - Ericsson Global Services (Sweden)

Dec 2000 - Oct 2003

Created a mobile services practice out of the failed joint venture between Microsoft and Ericsson. Built on this model to rationalize the Worldwide Consulting business to a super focused core business led group.

General manager – British Telecom – UK

April 1995 - Nov 2000

Responsible for the Sales, Marketing and Customer Service relationship for all telco services to the Technology Segment of customers (including Ericsson & Nokia).

Additional roles upon request

Education

Gorleston Grammar School 1974 – 1979

Great Yarmouth College of Further Education 1979 – 1981

Personal

Status - Married for 23 years this year to Caroline and we have two children Joe (18) and Bella (16)

Girls Rec Coach 2005 – 2012

Play an active role in club soccer and I am involved in various school activities and clubs covering sports and the arts.

Non-profit – I dedicate much of my time and energy to raising Ovarian Cancer Awareness, supporting Ovarian Cancer charities with time and energy and I sit on the board of Washington State Youth Soccer.

Interests – Other than soccer I am very interested in live music, cinema and reading but most of all I enjoy spending as much time as possible with my family.

Written Acceptance of Nomination

I accept this nomination and look forward to the opportunity to run for election.

Daren Mancini

4/3/2013