

Jeremy South
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Business Management – Service Management – Management Consultancy

Mr. South an experienced IT technical business professional who enjoys utilizing the best business practices to align IT to management goals by empowering management with timely information to make wise decisions, fixing otherwise intractable IT and business problems and optimizing onshore and offshore teams' productivity. Effective at liaising between business and IT as well as communicating with integrity to all levels of an organization.

Highly effective in:

- Financial Management
- Business Operations
- Program Management
- Program Implementation
- Project Management Office
- Change Management
- Contract Negotiations and Closing
- Technical Team Leadership
- Client Relationship Management
- RFP Generation
- Service Management
- Presentation Skills
- Project Governance
- Functional Requirements
- Analytical Skills
- Critical Thinking
- Problem Solving
- Communication Skills

HIGHLIGHTED CAREER ACHIEVEMENTS

- An experienced senior-level professional with over twenty years of success. Maximized revenue and net profit opportunities by building sustainable revenue streams, salvaging executive client relationships, and leading global programs and projects. Achieved performance excellence by delivering value-added IT services, leveraging supporting resources, and establishing results-focused objectives and timetables. Consistently delivered successful outcomes during times of crisis, uncertainty, and within the most challenging environments.
- Served as a trusted advisor and confidante to executives, management teams, clients, organizational partners, and relevant staff. Inspired the identification of hidden opportunities and the development of innovative solutions by collaborating with key stakeholders. Transformed underperforming individuals and groups into dedicated teams driven to achieve unprecedented results.
- Ran multi-million-dollar accounts in diverse industries, responsible for all aspects of running the account as a business. Client service, client relationships, contact management, P&L, staffing and growth.
- Established a 175-person Applications Development Group in Malaysia, building the business team of Business Manager, Delivery Manager, Project Office Lead, and Change Manager, plus functional infrastructure, IT architecture, and operating procedures.

EMPLOYMENT SUMMARY

DXC Technology	2017 – 2020
Hewlett-Packard, HP Enterprise Services	2011 – 2017
Electronic Data Systems (EDS)	2005 – 2011
EDS Malaysia	2003 – 2005
EDS-Scicon, UK	1994 – 2003