

Cevn Vibert - Profile Key Points

- Sales Consultant, Marketing Manager, MES Consultant, Enterprise Level Account Manager, Project Manager, Team Manager, MES Solutions Architect, Software Developer, Systems Integrator, Business Development Executive
- Extremely proud of what I do, and how well I do it
- A “Sales Farmer” with very high success record of conversions from lead to sale.
- Belief in “A customer cared-for, is a customer retained”
- MES opener is a Management Forum with CxOs and all Stakeholders.
- There is always an angle, always a need, the test is to find it and gain trust.
- Highly able Sales and Engineering Manager delivers robust technical solutions
- Educated, polite with 20+ yrs experience in Industrial Information Solutions.
- Built businesses in Consulting, Surveys, Design, Delivery and Support.
- Consultancy focussed on overall business change with clarity of benefits.
- Silchester and Cougar powerful UK company profiles built with no budgets.
- Delivered industry event campaigns and presented several recently. Google me!
- Experienced in Software Solutions, Industrial Networks, OEE, Downtime, Efficiency, Tracking and Trace, Genealogy, Regulatory, GxP, 21CFR, S95, Metrics, Reporting, Historians, Management Information Systems, Links to Supply Chain, ERP and WMS, Scheduling, Simulation, SCADA, MES, OIS, MIS, rtBI, etc.
- Trained and experienced in Server Platforms from DEC to Windows NT, to Win2003 Enterprise Server.
- Database capable with MS Access, Borland, SQL DBA and MSRS R-T DBs.
- Focussed Value Delivery in Real-Time BI and Management Portals
- Centralised Information Delivery (one truth) built from disparate data sources.
- Designed and implemented simple networks and advanced dual-redundant fibre.
- Trained/certified in Wonderware, Rockwell, Citect, Dexterity, Fix DMACs SCADA and Wonderware, Rockwell, Citect MES.
- Worked extensively in Water and Waste Water in the past.
- PLC, RTU, SCADA, MES and Telemetry Solutions
- Personally programmed SCADAs for TWUL Esher, Woking, Guildford, Basingstoke, Maidenhead, Cross-Thames Link and Dwr Cymru Hereford.
- Built Security monitoring telemetry solutions using combined CCTV/SCADA.
- Designer behind first few generations of TWUL SCADA Symbols and standards.
- Partnered with Cisco, Rockwell, Schneider, Wonderware, Citect, Siemens, GE, IBM, Microsoft, Atos Origin, Stratus, Westermo, Hirschman and others.
- Industries – Food, Water, Waste, Nuclear, Transport, Chemical, Pharma, Med Devices, Cement, Tyre, Automotive, Steel. Food is the most recent targets.
- Always met project commitments in full (never walked away)
- Committed to long-term partnerships as being the key to MES solutions.
- Always promoted and demonstrated initiative and responsibility
- Renown for being honest, fair, friendly and businesslike in dealings
- Strives towards business objectives
- Constant drive for improvement to remain competitive and show leadership.