

## Cevn JT Vibert

Sales Consultant  
Program Manager  
Marketing Manager  
MES Consultant  
Enterprise Account Manager  
MES Solutions Architect  
Software Developer  
Systems Integrator  
Business Development Executive

### Core Competencies

- **Successful Sales Consultant** – won over £8M contract leads in 2008/09.
- Dedicated **Project Manager** – 20+ years experience managing successful projects up to £10M.
- Knowledgeable **Engineer** – 20+ years experience in a wide range of markets and industries.
- Valued Team member and colleague – **extensive testimonials** from partners and employers.
- Well known in the UK Automation and Manufacturing Information industry
- Established career with a focus on Business Benefits – supply chain and **industrial MIS** consultancy projects
- Accredited Software and Industrial MIS/IT **Systems Architect** for Automation, MES and SCADA Solutions.
- Proactive worker inside and out of work environment – improvement programs & **Community development.**
- Engaging, dependable and trusting relationship developer – high success rates with partners and customers.
- Experienced **Manager**
- Certified **Industrial Information Systems Architect**
- Trained **Sales Executive**
- Experienced Marketing-on-a-shoestring **Marketeer** with many references and advertorials
- **Trained Software Solutions Engineer**
- **PLCs** (AB, Rockwell, Siemens, Mitsubishi), RTUs, **SCADA** (Wonderware, Citect/Schneider, Rockwell, Intellution/GE), **MES** (Wonderware, Citect, Rockwell), **Industrial Networks** (radio, wired), **Databases** (Borland, Access, SQL), **Operating Systems** (Windows, Vax, X)

2009- Thales Systems and Security, Public Co., global, 6K employees in UK alone, Infrastructure, Rail, Networks, Security, SCADA and Solutions

#### **Solutions Architect**

2007-2008 Rockwell Automation MPS , Public Co., 20K employees, \$5M revenue, Industrial Automation.

#### **MES Sales Consultant pan-EMEA**

- Successfully formed many new opportunities for Rockwell in MES
- Renowned for some "firsts" for Rockwell in several countries.
- Built presentation collateral and opened up new markets
- Built new partnerships across Europe with partners such as Cisco, IBM and MESA
- Greatly contributed to Consultants team with MES expertise & strong field experience.
- Multi-cultural and multi-industry skilled
- An excellent customer facing manner that wins new business and engenders trust.
- Sourced opportunities in Central and Eastern Europe of up to \$8M & multi-visit Russian Visa.

2002-2007 Silchester Controls Systems, Private Co., 15 employees, £1M turnover, Industrial Automation.

**MES Business Manager**

- Led MES Business Development and expanded Silchester into many new relationships.
- Built MES projects in Life Sciences, Cement, Transportation, Chemical and Food.
- Strengthened existing partner relationships and built many new ones for Silchester.
- Silchester's "public face" was created and ranks as one of the most profile prolific System Integrators in the UK.
- SCADA and MES for Ginsters, SCADA and MES for GSK at several sites, SCADA and MES for Ryvita, SCADA for InkTankers, MES for Genzyme... Wonderware SCADA and MES, Citect SCADA and MES

1998-2002 Cougar Automation, 100 employees, £7M turnover, Industrial Automation

**MES Business Manager**

1996-1998 FME, Public Co., now BOCE, 50 employees, £20M turnover, Chemical Delivery Systems

**Control Systems Manager**

1990-1996 PACS Ltd, , VC Owned, 30 employees, £1M turnover, Industrial Telemetry Systems

**Senior Design Engineer**

1989-1990 Klippon Microsystems, 5k employees, £25M turnover, Public Co. Weidmuller

**Systems Engineer**

1985-1989 Strachan and Henshaw, 9K employees, £52M rev, Svelda/Babcocks .

**Electronic Design Engineer**

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## Testimonials

- Roland Ladewig, BU Manager/Leader Application Centre at **Rockwell Automation** MPS
- Chris Rickey, Information Solutions Manager at **Rockwell Automation**
- Giorgio Tori, Director Software EMEA at **Rockwell Automation**
- Jiri Capek General Manager, Controller, Finance & Business Operations CEE at **Rockwell Automation**
- Ian Trew, Head of Engineering at **Ryvita**
- Mark Honey, Senior Sales Executive at **Stratus and ICM Business Continuity Services**
- Richard Porter, Senior Consultant & Partner at **Forward Solutions**
- Sam Thiara, System Integrator Channel Manager at **Schneider Electric**
- Bob Squirrel, Managing Director at **Technology Marketing Management**
- Adrian Leach, Director - Business Development at **HCR Group and Plato** Business Leader
- Ian Manners, Project Manager **Cougar Automation**
- Keith Monkton, IT Manager **Coopervision**

## Education

- **University of Glamorgan**,.HND Electrical and Electronic Engineering
- **Strachan and Henshaw** Design Engineering Sponsorship
- **Plato Business Group**, Graduate
  
- Professional Memberships of MIET and MInstMC
- InstMC Wessex Section Education Officer
- Chair of 11<sup>th</sup> Southampton Scout Group
- Chair of a Southampton Community Association
- Plato (Business Link) Business Group Member
- MESA Europe Committee Member
- Proactive member and founder of Professional networking groups LinkedIn, Xing, Plaxo, Yahoo, eAcademy
- 2008 awarded prestigious global recognition, by Rockwell' CEO, for charity work in Southampton, UK.