

Cevn JT Vibert

Best role: Industrial IT Solution Pre-Sales Consultant and Evangelist pan-European.

Sales Consultant

Solutions Manager

Marketing Manager

Industrial IT Consultant

Enterprise Account Manager

Industrial IT Solutions Architect

Software Developer

Systems Integrator

Business Development Executive

Core Competencies

- **Successful Sales Consultant** – over £8M contract leads in 2008/09.
- Dedicated **Solution Manager** – 20+ years managing successful projects up to £10M.
- Knowledgeable **Engineer** – 20+ years in a wide range of markets and industries.
- Valued Team member – **extensive testimonials** from partners and employers.
- Well known in the UK Automation and Manufacturing Information industry
- Focus on Business Benefits – supply chain and **industrial MIS** consultancy projects
- Accredited **Systems Architect** for Automation, Industrial IT and SCADA Solutions.
- Proactive worker – improvement programs & **Community development**.
- Engaging, dependable and trusting relationship developer – high success rates.
- Experienced **Team 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, SCADA** (Wonderware, Citect/Schneider, Rockwell, Intellution/GE), **Industrial IT** (Wonderware, Citect, Rockwell), **Industrial Networks** (radio, wired), **Databases** (Borland, Access, SQL), **Operating Systems** (Windows, Vax, X)

2009- Thales Systems and Security, Infrastructure, Rail, Networks, Security, SCADA and Solutions
Solutions Architect

Industrial IT Solutions for Rail, Energy and National Infrastructures.

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

Industrial IT Sales Consultant pan-EMEA

- Successfully formed many new opportunities for Rockwell in Industrial IT
- 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 Industrial IT 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, 15 employees, £1M turnover, Industrial Automation.
Industrial IT Business Manager

- Led Industrial IT Business Development and expanded Silchester into many new relationships.
- Built Industrial IT 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 Industrial IT for Ginsters, SCADA and Industrial IT for GSK at several sites, SCADA and Industrial IT for Ryvita, SCADA for InkTankers, Industrial IT for Genzyme... Wonderware SCADA and Industrial IT, Citect SCADA and Industrial IT

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

On-Site Customer Liaison Manager/Consultant - SCADA and Industrial IT for global company.
Training, Sales, Consultancy, Software Engineering, Validation of complex Wonderware Systems.

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

Design, management and Delivery of multiple high-integrity Wonderware solutions across Europe.

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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Naymz <http://www.naymz.com/search/cevn/vibert/1681426>

Ecademy <http://www.ecademy.com/account.php?id=224807>

InstMC <http://www.instmc.org.uk/Wessex/committee-members.html>

IET <http://kn.theiet.org/communities/controlauto/people.cfm>

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, 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 Squirrell, 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 Monckton-Smith, 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 11th Southampton Scout Group
- Chair of a Southampton Community Association
- Plato (Business Link) Business Group Member
- MESA Europe Committee Member
- Founder of many Professional networking groups LinkedIn, Xing, Plaxo, Yahoo, eEcademy
- Prestigious award, by Rockwell' CEO, for charity work in Southampton, UK.