



Ivan HUECK

Fluent in English, French and Spanish

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Objective

I'm a seasoned cross functional leader with over 25 years of experience helping clients to achieve ground-breaking solutions that have been awarded three times by Adam Smith. Interested to leverage my expertise into a position that will deliver value, direction, and growth to the organisation.

Profile

I have strong international experience in business building, territory expansion and resource management in various countries such as Singapore, France, United Kingdom, Spain, and USA. My entrepreneurial mind set helps me to understand the business technical contexts and adapt to multicultural environments.

Experience

Practice Director South East Asia and India

2018 – Present - Kyriba

- Building and developing high performing team of 38 people across the region.
- Managing financials and key metrics for the region.
- Supporting growth of sales to achieve goals and objectives.
- Implementing corporate initiatives as product development using offshore in Warsaw.
- Creating “pre-packaged” solutions offerings to provide value added customer services.
- Translate new technology trends in business opportunities.
- Handling Executive Management engagement and reporting.
- Ensuring overall quality and seamless execution of projects within the territory.
- Spreading methodology in order to improve client experience.
- Managing relationship with partners (Big Four – Deloitte, EY)

Head of Business Unit EMEA – (Switzerland, France and Spain).

2014 - 2018 Hardware Group UK

- Built business unit from scratch covering end to end sales cycle to go to market with solutions for complex requirements.
- Complete lifecycle (Design, Spec, Hardware, Network, Software and Support).
- Team management to overachieve the target of 800K GBP of margin before taxes by year for three years.
- Qualify leads and customer requirements with high quality service standard.
- Managing P&L for EMEA Region.

Professional Services Director

2007-2014 TECNOCASA Group Holdings - France (Paris – Shares 5%)

- Created subsidiaries from scratch following the group's principles. This process included recruiting and training technical and sales team.
- Developed the complete solution CRM from scratch using offshore in Barcelona.
- Booked 300 new clients in 7 years.
- Drove the Start up from 0 to 20 million euros value.
- Successful Implemented for 300+ clients.

Senior Consultant (Center Of Excellence)

2003-2007 Group TECNOCASA Holdings - (Barcelona)

- Developed sales methods for the sales team (over 1,000 sales agents)
- Managed architecture and implementation of CRM software
- Approved and validated software functionalities
- Communication campaign
- RFQ for the Call Centre
- Created and developed training programs

Head of International Business Development

2000-2003 TAN DEPOT ORIENTE (USA - Shares 49%)

- Business development to annual sales of \$24M year
- Built and expanded own business
- Team management of 25 people
- Analyzed Client risks and implemented compatible solutions
- Development and implementation of administrative, legal, and financial procedures

Education

- **MBA - Paris Sorbonne University.**
2010-2011
- **Kyriba Platinum Certification.**
2018
- **Sage Certification.**
2017
- **Lean Six Sigma Certification.**
2017