

AMIT EITAN BSc, MBA, PMP

Residence: Belgium (**Internationally Mobile**)

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An accomplished CIO and Business leader (IT Consulting & Services) who has held VP level positions with major International Blue-Chip Corporations, leading International Organisations and Global Programs with 200+ staff / €150M+ budget and full P&L Responsibility.

A focused and determined leader, I offer the entrepreneurial stamina and charismatic leadership to inspire people in my organisation, peers and partners to peak performance, foster teamwork and collaboration and deliver shareholders value. My easy-going sense of humor has always played a defining role in bringing out the best in everyone and mobilizing them to achieve stretch goals.

Summary of Experience & Skills:

Major Achievements include:

- Built a best-in-class IT consulting & services organisation, increasing services revenue by 40% p.a. and achieving 100% client satisfaction ratio across the EMEA client base.
- Transformed/re-built EMEA IT function to a high-performing organisation, streamlining & modernizing infrastructure and applications architecture, reducing TCO by 50%
- Led successfully a no. of major ERP (Tier-1) implementations, involving major business change
- Successfully led/delivered major, highly complex global product/business innovation programs.
- Undertook a major data center consolidation, negating \$11M (potential) daily downtime costs

Business Skills with Successful Track Record include:

- **Seasoned IT Executive** – Sound experience in building long-term business/IT partnerships, “talking IT to the business” and managing stake-holders up to board level. Business focused IT expert with sound knowledge of the IT industry and current/emerging technologies and trends.
- **Successful Business Leader** – Many years operating at executive management level with full P&L responsibility, cultivating profitable business relationships built on respect, loyalty, and trust, and delivering high client satisfaction ratio and margins.
- **Business Focused Strategist** – Expert in developing & Implementing Business driven IT Strategies, maximizing application of emerging technologies & best practices to deliver shareholders value, with focus on outcomes rather than outputs
- **Expert Program/Project/Change Leader** – Leading large-scale, International, multi-million \$ IT programs, technology-led business change initiatives and business projects.

Vertical Industries Experience – Software, IT Services & Consulting, FMCG (Food & beverages, apparel), Industrial Automation, Electronics, Insurance, Banking, Marine (boats & Engines), Defence.

Business Domains Experience – Supply Chain / Logistics (Sales & Distribution), Manufacturing, Product Innovation & Lifecycle Management (PLM), IT Outsourcing/Offshoring, Professional Services, Shared Services.

International Experience – North America, UK, Continental Europe (incl. Eastern Europe), Asia, Israel, South Africa.

Professional Experience:

2010 - Date INTERIM CONSULTING / NON-EXECUTIVE / ADVISORY ROLES

- **IT Strategy & Leadership advisor** - Advising/Supporting a no. of CIO's in the development of corp. IT strategy and related IT transformation plans, Business/IT alignment and other IT leadership matters.
- **Non-Executive Director at Enterprise Intelligence (UK)** - a start-up providing a revolutionary guest-centric technology enabled solution for the Hospitality & Leisure industry (Hotels/Airlines/Cruiseliners).
- **Non-Executive Director at Prisma-BI (Israel)** – a Business Intelligence solutions provider with a wide and fast growing customer base in Israel across many different industries. Among its clients are some of the largest corporations in Israel.

2005 - 2009 SOPHEON CORPORATION

Global Leader in Software and Services for Product Lifecycle Management (PLM) solutions
Vice President, Client Services & Consulting – EMEA

Member of the company Executive Management team with overall responsibility for the consulting & services business across the EMEA region from Pre-Sales to post implementation support:

- Built from the ground up a best-in-class EMEA professional services team.
- Introduced new processes and best practices contributing to a high level of client satisfaction and operational excellence.
- Achieved 100% client satisfaction ratio across the region for existing and new clients.
- Increased EMEA services revenue consistently (40% annualized average growth).
- Grew service margins from 35% to 45% through operational excellence.
- Grew service revenue from 30% to 50% share of EMEA total revenue.
- Developed, trained and supported the Corp's strategic partners network in the region.
- Successfully implemented PLM software solutions for clients such as – Electrolux, Mars, Cadbury.

2002 - 2005 FIXED TERM SENIOR POSITIONS

2005

BRUNSWICK CORPORATION

T/O \$4.7bn, Global Leader in Marine, Fitness and Sports Markets.

CIO - EMEA - 12 countries, 30 sites, 2,500 users

Member of the EMEA leadership team with overall responsibility for IT strategy and operations across the region and all business units (The Boats Group, Marine Engines, Life Fitness and Bowling/Billiard):

- Designed & Introduced a new IT Strategy & cross-divisional organization for EMEA.
- Implemented new IT governance and controls structure, to comply with current regulatory requirements, such as Sarbanes-Oxley (SOX).
- Negotiated / implemented new sourcing partnerships for IT hardware and telecom services.

2003 - 2004 **INBEV** - *T/O \$14bn, Global Market Leader in Food and Beverages.*

Global Programme Director - Product Innovation/Development

Overall responsibility for various Global Business Innovation Programs, focusing on the development and introduction to market of **PerfectDraft®** (JV with Philips):

- Provided strong leadership to a large multi-company, multi-functional team, achieving excellent collaboration across InBev, Philips and 3rd party suppliers.
- Managed the stakeholders and supply chain's 3rd parties in China, Taiwan Singapore and Italy.
- Introduced project management best practices, used as a template for future Group projects.
- Achieved program objectives with highly successful launch, on time and within budget.

2003

LEVI STRAUSS – *T/O \$4.5bn, Brand Leader in Fashion Apparel*

IT Director EMEA – Strategy and Integration

Responsible for – IT Strategic roadmap (EMEA), Project Management Office (PMO), Enterprise Applications Integration (EAI), Collaborative Commerce, ERP (Baan) and IT procurement:

- Developed the EMEA IT PMO through introduction of best practices and increased its adoption.
- Initiated and led IT B2B initiatives, to support the corporate global value chain initiatives.
- Led a benchmark study for IT TCO, proposing the roadmap for IT spending and sourcing upon compl.
- Led the implementation of EMEA ERP system (Baan) incl. integration with other business systems.

2002

STANLEY WORKS - *T/O \$4bn Manufacturer of hardware products for B2C and B2B*
European ERP Project manager

Led the implementation of Navision ERP solution across Europe:

- Successfully managed the project, and related change management internationally.
- Completed the Project on time and within budget.

1997 - 2001 **ROCKWELL AUTOMATION**

T/O \$5.6bn, Global leader in Industrial Automation and Controls

CIO – EMEA - 20 countries, 70 sites, 4,000 users

Member of the EMEA business leadership team with overall responsibility for the IT Strategy and Operations across the region:

- Developed & implemented EMEA IT Strategy, Portfolio Management and Governance model.
- Built a new, best-in-class, EMEA IT organisation.
- Transformed the region's outdated IT infrastructure to be modern, standard and Integrated.
- Modernised and streamlined EMEA Applications Architecture, reducing SW solutions from >80 to 15, resulting in a significant increase in business productivity and reduction of software costs by 50%.
- Increased IT environment uptime to 99.9% and reduced TCO by 50%, saving \$6m pa.
- Executive role in a global change programme for customer service excellence, budget \$200m.
- Co-led the implementation of PeopleSoft as the ERP solution supporting the above business change.
- Improved significantly IT services levels in quality, reliability, TCO and customer focus.
- Successful outsourcing of EMEA IT helpdesk and personal computing procurement

1992 - 1997 **SEAGRAM CORPORATION**

T/O \$6.5bn Global Leader in Branded Beverages (Spirits & Wines)

1996 - 97 **IT Director - Chivas and Glenlivet Group** - T/O \$4bn ,25 sites, 2,000 users

- Led transformation of the IT Org. in skills, staffing level, culture, business focus & Best Practices.
- Realigned IT with business needs through new IT strategy.
- Led \$15m systems implementation and integration for a new Global Distribution Centre.
- Led the data centre transfer from Scotland to USA, negating \$11m (potential) daily downtime costs.

1995 - 96 **Business Systems Director – Seagram Northern Europe**

- Contributed to the setup of the EMEA Shared Services Centre with new software solutions.
- Led the Roll-Out of JD Edwards – Financials across the businesses, on time and to budget.

1992 - 95 **EMEA Project Manager / ERP Solutions - Seagram EMEA**

- Led development of in-house ERP solution with internal and external resources.
- Drove the necessary change management and 'buy in' from the regional business heads.
- Led the successful rollout and decommissioning of legacy systems.

1990 - 1992 **B.I.S. BANKING SYSTEMS**

T/O \$50m Provider of Software Solutions for Banking Systems

Senior Consultant/Project Manager (based in Luxemburg/Belgium)

- Delivered 2 successful implementations for Fortis and Rabobank with budgets of \$1.75m.

Earlier career background includes progression of **Software Development and Implementation** roles – from Systems Engineer (4 years), to Project Manager (5 years) and Business Systems manager (3 years).

Education:

- Executive MBA (International Business Management) - Ashridge Business School, UK
- BSc in Computer Science & Mathematics - Tel Aviv University, Israel
- Professional Certifications: PMI/PMP, PRINCE-2, Software Engineer

General Information:

Personal Info: Belgian, Israeli. Married + 2.
Languages: English, Hebrew - mother language, French – Fluent, Dutch – Basic
Location: Flexible Internationally