



## Paul Whitwam, International Business Partners

### Our Areas of Expertise

- Leadership of business growth in International Markets
- Interim Business Management
- Sales Management
- Major Account Strategy
- Major Bid Strategy
- Mergers and Acquisitions
- Contract Negotiation
- Cost Reduction and Efficiency Improvement
- Outsourcing and Offshoring
- People and Organization Development
- Professional Service Development
- Program and Project Management
- Customer Relationship Management

### Our Value Proposition

We provide, on a global basis senior General Management Executives on short-term consultancy, medium term interim management, or long term business development.

### Biography

Paul is a founder partner of International Business Partners providing, on a global basis senior general management executives on a short-term consultancy, medium-term interim management, or long-term business development basis.

Paul has a long history in the International Telecommunications and IT industries, and a broad professional experience in the areas of general management, mergers and acquisitions, services strategy and customer relationship management. He joined Sita in 1997 and became Chief Commercial Officer of Sita SC responsible for sales, revenue, margin, and customer satisfaction on a global basis.

Prior to joining Sita, Paul was Chairman and Chief Executive of ICL Sorbus, where he was responsible for creating Europe's second largest multi-vendor IT services company with revenues of \$1 billion. In 1995 ICL Sorbus was awarded "European Services Company of the Year" an accolade won by achieving the vision set by the company's management team.

Widely travelled Paul was Group Executive Director for ICL International and responsible for setting up joint ventures and partnerships with companies in Australia, Japan, Russia, Greece, India, and Poland.

Paul is a British National and holds an Honours Degree in Electrical Engineering from the University of Liverpool.