

David Patterson

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David Patterson is an experienced and dedicated sales professional who has worked within the Northern Ireland I.T. Industry for approximately thirty years. Over that time, he has transitioned through numerous acquisitions while constantly delivering excellent services for both his clients and employers. He has worked in major sales roles for both global and SME.

David is ambitious and objective-focused with a strong desire to fulfil all commitments and to exceed objectives where possible. This has been proven over the years, resulting in successful client projects and over-achieving on both business and personal targets.

This has been delivered by the application of his personal values:

- Respect
- Honesty
- Integrity
- Timekeeping
- Commitment

His approach and his principles have also been recognised by the following:

Noel Brady - Managing Director – Consult NB1.

“David Patterson has established a reputation for himself as one of the leading account manager/sales professionals in the NI ICT arena.”

David Stewart - Group Information Security Advisor – DCC Group

“David Patterson is on top of his game and there is nobody that he wouldn't help. He is one of those rare professionals who can focus on the details and can also have far sighted strategic visions and ideas with strong desire for success.”

Nigel Lyons - I.T. Manager - SHS Group Ltd.

“David has also ensured service delivery is maintained, often going beyond the call of duty to ensure appropriate resources are leveraged in a timely manner.”

David has been a member of the British Computer Society, The Chartered Institute of I.T., accredited via organisational memberships.

Professional Experience Summary

The following table show's David's professional experience in Northern Ireland's leading ICT companies.

Start Date	End Date	Company	Position
Oct 2014	Aug 2019	Leaf	Commercial Business Director
Feb 2013	Oct 2013	Capita Managed I.T. Solutions	Client Director
Mar 2005	Feb 2013	Northgate Information Solutions	Client Director
Dec 1998	Mar 2005	Sx3 Ltd	Client Director
June 1993	Nov 1998	Aurora Unicom Ltd	Account Manager
-	June 1993	ICS Computing Group Ltd – Systems Integration Division	Account Manager
1988	-	ICS Computing Ltd	Sales Administrator / Internal Sales Representative

Note:

From ICS Computing Ltd to Capita Managed Services, David dedicated 25.8 years of his career in continuous service as a result of multiple acquisitions and mergers.

Career Achievements

Below is a list of some of the career achievements David has achieved so far:

- Working with and being part of some great teams. David believes team selling is the best approach
- Constantly achieving annual targets and exceeding them
- Developing strong partnership skillsets
- Developing strong client relationships, and achieving trusted partner status
- Being able to recognise what personal skillsets he needs to develop or attain
- Understanding the value of developing account plans and jointly agreeing them with clients
- Recognising that a Win / Win sales scenario is the correct approach for building a long-term business relationship

Commercial Marketplace Wins

David's successful career has relied upon multiple successes with clients within the Northern Ireland marketplace. The table below shows some examples of the cross sections of market segments and projects that David has had success and experience in.

Market	Project
Food Sector	Provision of an enterprise level secure perimeter solution for 50+ locations throughout N.I. / U.K. partnering with a key manufacturing vendor. Value £150k
Defence	Outsourced Managed Service for MRP systems, T.C.V. approx. £2.5m over 10 years.
Aerospace	Project 1 – Onsite Services contract for approx. 20 resources. Approx. £700k+ p.a. Project 2 – Managed Services for core business systems. Approx. £125k p.a.
Energy	Design, implementation and support of a 1300 user Citrix environment – approx.£500k
Dairy	Supply of Microsoft Office 365 technologies for approx. 750 users.

Note:

David has high experience in positioning and selling bespoke service and solution contracts for clients.

Higher Education and Professional Development and Qualifications

David views education and qualification as an ongoing and core element of the career path of any I.T. professional and he has always engaged in achieving the following:

- Various sales qualifications being attained
- Various manufacturer technology qualifications have been attained and maintained as required by each organisation that David has been associated with
- Supervisory Management Studies
- Negotiation Training
- Discovery Insights Sales Training

Core Skillsets

The table below shows David's core skills.

<i>Selling / Account Management</i>	<ul style="list-style-type: none">• Account identification.• Account Planning.• Target allocation.• Negotiation.
<i>Programme Management</i>	<ul style="list-style-type: none">• Plan resources and subprojects.• Manage change, including negotiation of contract change.• Manage contracts and project finance.• Identify and address risks and issues.
<i>Client / 3rd Party Relationship Management</i>	<ul style="list-style-type: none">• Establish and develop strong relationships with both customers and suppliers.• Negotiation and definition of contracts and services.• Strong customer focus & good vendor negotiation skills.• Experienced in managing the customer.• Achieving long term relationships as a Trusted Partner.
<i>Budgetary / Financial Management</i>	<ul style="list-style-type: none">• Plan & manage budgets for IT service provision.• Price outsourced supply, hardware & software.• Manage and track budgets on projects and P&L's.
<i>Team Coaching</i>	<ul style="list-style-type: none">• Specifies team composition.• Value, mentor and inspire team members.• Provide support and informal on-the job coaching.
<i>Presentation & Communication Skills</i>	<ul style="list-style-type: none">• Design, develop and deliver formal & informal presentations & reports to internal and external audiences.• Good verbal and written communicator.
<i>Flexibility</i>	<ul style="list-style-type: none">• Willing to travel. I will do whatever it takes to get the job done.

Management Skillsets

David's management skillsets include but are not limited to:

- Partner management
- Internal team engagement
- Account management
- Contract management
- Future planning
- Financial management
- People management

Personal Interests

David's personal interests consist of but are not limited to:

- Interacting with family and friends, married to Karen
- Travel
- Cinema
- Classic cars
- Ulster Rugby

Referees

Noel Brady
Managing Director – Consult NB1
Tel: 07834 191692 - Noel.Brady1@btinternet.com

David Patterson has established a reputation for himself as one of the leading account manager/sales professionals in the NI ICT arena. David worked for me in a senior sales role in Sx3 for 6 years. I could always rely on him to handle complex relationships with a range of our most important clients. He has a respectful and honest approach which enabled him to build trust with his clients and this produced excellent financial results for the company and our clients. I would have no hesitation whatsoever in recommending David for a senior sales position. He will be a valuable asset to whatever company is next to employ him in his sales career.

David McCullough
Independent Consultant – Previously Sales Director at Northgate Managed Services
Tel: 07966 013664 - dwmccullough33@gmail.com

David Patterson worked as a Client Director for me whilst I was the Sales Director at Northgate Managed Services. He consistently met and exceeded any targets year on year that were allocated to him.

He had a true talent in achieving sales with his clients that ensured long term profitable business for Northgate. More importantly he has the skillsets to ensure a client continued to engage in repeat business.

He also has a great understanding of the benefits of working as part of a dynamic team as he excelled in utilising the full sales potential of all those supporting him.

David Stewart
Group Information Security Advisor – DCC Group
Tel: 07919 547229 - dstewart@dcc.ie

"David Patterson is on top of his game and there is nobody that he wouldn't help. He is one of those rare professionals who can focus on the details and can also have far sighted strategic visions and ideas with strong desire for success. David Patterson is very responsive, and has a genuine desire to assist others. If you need something done fast and correct."

Other Information

- Additional references available on request
- Full clean driving licence