

**Curriculum Vitae
Carlos Cordero Deline**



PERSONAL DETAILS

Name:	Carlos Cordero Deline	Tel:	+34 609 777315
DOB:	21st November 1961		+34 913 579660
Age:	45 years	E-Mail:	ccordero@usa.net
Nationality:	Spanish/French		ccorderod@hotmail.com
Marital Status:	Married		ccorderod@gmail.com
Driving License:	Full	Passport:	Spanish and French
Languages:	English - Fluent Spanish - Native French - Native	Residence:	Spain

Summary

I am a business professional with more than 15 years of experience in services at management level, as well as 5 years previously in the design, architecture, management, research, and development position, with numerous examples of the ability to adapt, learn, invent, motivate and excel in a self-directed, collaborative and professional manner. I combine very strong customer facing skills with very strong technology knowledge, particularly in the Microsoft environment, SOA and Enterprise Storage and a sense to apply this technology to the business.

Objectives

To use my experience and abilities as a senior executive to insure the correct execution of the strategy as defined by the board as well as the objectives and budget defined in the strategic plan.

To use my business, market and technical skills to create and promote new products and services or to significantly improve existing works. I am interested in working on projects that have the potential to create a significant impact upon their users while also being financially viable and rewarding. My approach is to be a team leader, to specialize when I need to excel and to solve problems in a balanced way taking into account correctness, elegance, simplicity, time, and efficiency. Customer loyalty is my main focus, and I know how to excel on Customer satisfaction, leading from the front, by managing my own team performance and always overachieving financial targets.

EDUCATION

Liceo Frances de Madrid	1968 - 1979
Baccalauréat D in Physics, Math, Biology and Technology	
San Pablo CEU University	1980 - 1982
Medicine and Surgery degree	
University Complutense de Madrid	1983 - 1986
Medicine and Surgery degree (not finished)	

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EMPLOYMENT HISTORY

Indra

Director – Office of the CEO

January 07 – Present

Reporting to one of the General Managers of the Office of the CEO

Location: based in Madrid

Azertia Group (acquired by Indra in July 2006)

Solutions Director

May 06 – December 06

As a member of the BOD, I am responsible for managing definition, for services, support, and development of solutions for products in technology, consulting and outsourcing.

As defined on the 2006-08 Strategic plan, I own on the Solution Unit:

- The Knowledge Center: Skills Management and Reference Database for the group
- Alliances: Management, Business Plans and ensuring information is moved across the organization
- Spanish and EU funding: Management, R&D joint ventures, R&D Management
- Market Analyze and trends: Analysts front end, ensure internal information flow

Location: based in Madrid

Main Duties:

- As a member of the BOD, ensure overall targets are met, and update strategic 2006-08 plan.
- Ensure Solutions targets are met, and build 07-08 P&L.
- Ensure new Solutions are built, supported and business is created around them.
- Interpret Alliances new products and positioning.
- Act as a bridge between Azertia and its Partners.

Capgemini

VicePresident and CTO Iberia

June 04 – April 06

I have built a very strong team of Product Managers each one building and owning a different solution practice, and building a technical community around Mobility, Security, Business Continuance, BI, CRM, Portals, ECM/GDM and EAI among others.

As a member of the CTO community, I represent the company and practices where required (trade shows, conferences, round tables, seminars, customer presentations, analysts, Partners conferences).

I manage the Alliance with Microsoft in Spain, being the Country Alliance Manager, and I am part of Capgemini Global Collaborative Alliance Program with IBM, being deeply engaged on the definition, launch and follow-up of several solutions, including Entity Analytics, Storage Solutions, SAP TCO and Service Oriented Architecture (SOA) and Infrastructure (SOI).

Location: Madrid

Main Duties:

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- Identify external technology market change, work to identify its use, and collaborate with external teams to deliver its value and winning Business Critical deals.
- Maintain a 'big picture' view in understanding how and where technology market options fit, informing internally.
- Facilitate internal information flows and promote internal agreement to ensure common views, techniques and tools are developed and used, delivering by developing capabilities and skills.
- Ensure that Capgemini is a recognized and respected leader in the understanding and use of technology to business advantage, promoting the Capgemini brand externally.
- Acting as a bridge between Capgemini and its partners, particularly with Microsoft and IBM.

VERITAS Software Corporation

Regional Consulting Director Europe West

April 03 – June 04

I have rebuilt the Consulting teams of Spain and Portugal and France, leveraged by local partners on each region. Business development with Systems Integrators and Technology firms (Indra, Accenture, Atos-Origin, Iecisa, IGS), OEMs (SUN, HP), and ISVs (Microsoft, Oracle, BEA Systems). I have strongly contributed to the Solution Selling business on the region, and leveraged significantly our relationship with partners, in particular with Integrators and ISVs, defining product/solution specification for partners and managing the different partner projects, monitoring progress and quality.

Location: West Europe (Spain, Portugal, France, Belgium)

Main Duties:

- Ensures Customer satisfaction on VERITAS solutions
- Ensures the proper resource mix is in place for both billable/chargeable and non-billable positions within each practice and across the geography.
- Works closely with sales leadership to ensure goal alignment and achievement of revenue and margin targets.
- Act as a bridge between VERITAS and its local Partners, building and owning the relationship.

EMC² Corporation

Regional Professional Services Director Southern Europe

Dec 99 – March 2003

I have built and develop the Professional Services teams of France, Italy, Switzerland, Spain, Portugal and South Africa (300 people @ end of Fiscal 2002). Perform mentoring on local PS Managers and local Engagement Managers. and create the right atmosphere to enable the PS integration with Sale organization. Develop PS skills and team building, both locally and at region level. Supervise requirements gathering, function specifications, system architecture, implementation and quality assurance in critical and strategic customers. Understand customers business to ensure right EMC solutions fit. Identify solutions development requirements and associated business opportunity. Control and manage regional PS P&L, achieving or exceeding budget both for revenue and contribution margin (7mUSD @ end of fiscal 2000, then grown to 35mUSD @ end of fiscal 2002).

Location: Southern Europe (Madrid, Lisbon, Paris, Zurich, Milan, Rome, Johannesburg)

Main Duties:

- Drive business through regional P&L, embracing 300 people and +30mUSD budget.
- Manages and coordinates activities of pool of technical resources through practice managers, Engagement managers, and program delivery managers.
- Ensures the proper resource mix is in place for both billable/chargeable and non-billable positions within each practice and across the geography.

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- Ensures pooled resources are allocated based on opportunity size and business cases made by the reps and Engagement managers.
- Works closely with sales leadership to ensure goal alignment and achievement of revenue and margin targets.

Data General

System Integration Director Iberia 1990 – Nov 1999

Create and develop System Integration group for Iberia, managing 40 high skilled internal engineers plus +80 external subcontractors. Build and manage a developer team focusing on Mobile Telecom value added services for Telefónica Móviles (SMS Gateway – PAM -, MMS library platform, Geo-positioning applications and other intelligent network associated applications). Accountable for a P&L with critical level of contributed income. Development of relationship with Microsoft at Iberia and European level. This organization has been a key factor of the success of the Iberia branch of DG. Member of DG Spain BOD.

Location: Madrid, Lisbon

LAN Iberica

Technical Director/Business Development 1985 – 1989

Software Engineering working mainly in Defense (F18 SMOC) and Spatial projects under NATO and Spanish security clearance. Oracle, Sybase and 3Com specialist and Business developer. Manage +50 highly skilled and specialized engineers. Member of LAN's BOD.

Location: Madrid, Lisbon

S4 - Sistemas Especiales de Información

Pre Sales Engineer 1984 – 1985

Software Engineering working mainly in Defense and Spatial projects under Nato and Spanish security clearance.

Argos

Senior Software Developer 1981 – 1983

Design, Test and Software development on IBM S34 and AS400 environment.

Minitempo, S.A.

Software Developer 1979 – 1980

Software development on HP 3000 Image/Transact environment.

Skills and Experience

People Management

Strong leader, leading by example
Application and Technology Consultants and Experts, Project leaders
Job descriptions and recruitment
Job plans, Objectives and Metrics definitions, Evaluation reviews, Development and Support plans
Coaching and Team-building

P&L and Bid Management :

Broad experience managing P&Ls

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Environment evaluation (Customer, Competition, Partners & Third Parties), and validation
Proposal production and validation (legal, financial, technical, resources, pricing and margin)
Presentation to Customer, Negotiation of Contract
Measured on wins

Contract Management, Program Management, Project Management

Implementation and control, risk management
Information, communication, reviews and reporting (Customer, Team, Management)
Responsible for in time delivery, quality and budget, customer satisfaction and plus business.
Associated metrics

Client and Partner relationship management

International and large accounts: Top management and Operational
Corporate events: account plans and reviews, strategic meetings and technology reviews

Product/Solutions management

Identification of product/solution requirements and specifications, and launch management with or without partners
Identification of opportunities based on business and market/local conditions

Industries and Services

Government, Banking and Finance, Telco, Media and Entertainment, Defence, Automotive, Electronics, Equipment manufacturers, Pharmaceuticals

TRAINING

Instituto de Empresa (IE) - Logosdirectivo - 2007

Les Fontaines – Global Executive Orientation - 2005

IMD - Sustaining High Performance - 2002

Change Management - 2001

Center for Executive Education @ Babson College - Situational Leadership - 2000

Effective Communication - 1999

Time Management and Personal Leadership - 1998

Solution Selling - 1996

INTERESTS AND HOBBIES

Scuba Diving / Skiing / Aquaria / Software development / Home Computing

Homepage: <http://www.cordero.com> and <http://www.linkedin.com/in/ccordero>

References available on request.