

# ANDREW PRIDDING

## PROFILE

Experienced technology consultant who thrives by providing effective leadership with teams and clients. Having worked in large corporate environments along with globally focused start-ups and NGOs, my talent is in utilising technology to provide more effective operations and outcomes. My broad skill-set allow me to manage complex projects whilst communicating effectively with all stakeholders.

My passion is working on projects that aim to address the environmental and infrastructural challenges facing the world. Having lived in several countries and led many different types of projects, I recognise that I can bring success to teams through my empathetic leadership, structured rationality, and focus on achieving success for all.

## CONTACT INFORMATION

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## PROFESSIONAL EXPERIENCE

### Principal Solutions Consultant

2019 - present

*Enable.Digital - Barcelona, Spain & London, UK*

- Analysed, developed and implemented technology solutions for start-ups, SMEs and multi-nationals across emerging markets (focus on Sub-Saharan Africa)
- Developed market leadership knowledge of climate tech & energy access sectors
- Particular focus on business analysis and the impact of technology & IT on operations
- Authored multiple articles & studies into Technology in Emerging Markets
- Developed strategy & business plan for \$0.5m team, with direct reporting to board
- Created multi-channel marketing strategy, increasing views and conversions on content

#### Main Projects:

*Plastic Recycling company - Kenya*

- Project Lead from inception to final delivery (2 year project)
- Created Business Process Maps, mobile app wireframes & sequence diagrams
- Managed multiple stakeholders, including client CEO, CTO, and 3<sup>rd</sup> party integrators

*Clean Energy provider - Democratic Republic of Congo*

- Designed new Business Processes and built low-code mobile app
- Successfully led negotiations for follow-up contracts

*Impact Investor - Switzerland & across Africa*

- Created new service "Technology Due Diligence" aimed towards investors
- Developed specific roadmaps and recommendations for improving clients' tech usage

### Account Manager

2018 - 2019

*HP Inc. - Barcelona, Spain*

- Business-to-business sales, focusing on UK&I mid-market
- Consistently over-achieved sales quota, focusing on high-performing accounts
- Multi-level engagement with both End Users and Resellers

### Asst. Programme Director / Programme Coordinator

2016 - 2018

*Kandersteg International Scout Centre - Kandersteg, Switzerland*

- Successfully planned and executed events for over 12,000 guests
- Delivered wide-ranging training to over 100 staff in Alpine terrain
- Professionally and pastorally managed international team of 16 staff
- Provided high-quality management of Front Office operations

# ANDREW PRIDDING

## PROFESSIONAL SKILLS

- Business Process Modelling
- Sequence Diagramming
- Consultancy
- Test & Defect Management
- Project Management
- Data Analysis
- AppSheet
- Report writing
- Content creation

## SOFT SKILLS

- Public speaking
- Communication
- Leadership
- Empathy

## INTERESTS

- Renewable Energy
- Sustainability
- Digitisation
- Infrastructure
- Civil Engineering
- Privacy & Security
- Cultural exchange
- Volunteering
- Sport

## PROFESSIONAL EXPERIENCE (CONTINUED)

### Technology and Business Consultant

2012 - 2015

*IBM - London, UK*

- Worked in client facing roles, improving clients' business processes and strategies through applying enterprise-scale technology solutions
- Accelerated launch of project whilst Test Manager for "Smarter World" workplace management tool by improving testing processes
- Doubled billable-hours & designed security policies on cross-project delivery programme
- Delivered 7-fold increase in performance whilst Team Lead at multinational banking institution, reporting to senior client executives
- Executed system & performance tests using a variety of tools, including SAP and SQL

## VOLUNTEER EXPERIENCE

### Assistant Treasurer

2019 - present

*foodKIND - Greece & remote*

- Member of the board of a charity that provides food and compassion to displaced people & refugees in Greece
- Implemented various improvements to accounting and day-to-day operations, including formalised accounting software
- Ensured weekly, monthly, and yearly finance and accounting requirements fulfilled

### Mountain & Activity Guide

Summer 2015

*Kandersteg International Scout Centre - Switzerland*

- During sabbatical volunteered at the World Scout Centre
- Ran educational workshops & led expeditions in the Alps for international clients

## EDUCATION

### University of Durham, Hatfield College

2009 - 2012

BSc. Honours in Natural Sciences of Chemistry & Physics (2:1)

### Lutterworth College

2007 - 2009

Mathematics (A), Further Mathematics (A), Chemistry (A), Physics (A)