

# Profile

## Nigel Saywell-Lee

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### Experience Profile

- **27 years successful board level and consulting experience with significant P&L responsibility and commercial achievement within technology related, multicultural environments.**
- **Public company exposure including IPO involvement and as Chief Executive of a NASDAQ listed company. Regular management and public analysts reporting.**
- **Successful company launches and recoveries in several EMEA and Asia countries.**
- **Strong record in strategic development, successful implementations and target achievement.**
- **Extensive technological involvement including eg. High volume software enterprise introduction into blue chip companies in both EMEA and Asia Pacific regions.**
- **Extensive international experience with in country residence.**

### **Career Summary**

**Jan 06 – present**

#### **Statura Ltd - Managing Director**

**Company operates in the area of outsourced sales and marketing as well as change consultancy. Statura has achieved global success organizing company start ups and re-engineering including:**

- **High value Project and Program management**
- **Organization of joint ventures, technology joint ventures and their linkage with established global operations.**
- **Stabilizing operational targets (sales, DSO, EBIT etc) and managing against these targets.**
- **Stabilizing business' and contractual frameworks for efficient tax planning ie. utilization of global tax treaties to ensure efficient flow and business orientation.**

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# **Profile**

## **Nigel Saywell-Lee**

**January 2003 – January 2006**

### **Portal Software/Oracle Corp. – Consultant Enterprise service delivery (VP Sales/MD Asia)**

**I operated in support as Oracle positioned itself with new product offerings. I provided varying levels of service to suit the business needs of key accounts, working with key accounts on issue closure, fiscal management and agreement renewals. Frequently involved with critical accounts to facilitate appropriate activity and I interfaced at senior levels of all parties involved. Accounts included T Mobile/T Systems and Unilever support renewal.**

### **Portal Customer care and billing**

**Assigned to re-structure Asia and EMEA's southern region pending arrival of new CEO for the Asia region. Returned to UK to improve regional sales and build on key corporate accounts. These included Orange France, Slovakia and Romania, Vodafone Spain, Italy and Portugal. I also worked with J-phone in Japan.**

**September 2001 – January 2003**

### **Amdocs (Israel) Ltd – VP Global account manager CRM**

**I organized Amdocs success in Asia by establishing their Asia strategy. I introduced Amdoc's into Indonesia by initiating and negotiating a \$37M contract with a key mobile operator. I assisted Excelcomindo the mobile operator in the re-orientation of their business to exploit the re-emergence of Asia & Indonesia.**

**September 2000 – June 2001**

### **Ericsson/EHPT - Executive VP/Managing Director (Interim role)**

- **Full P&L responsibility**
- **Positions on the boards of several HP and Ericsson companies, Sweden, India, Malaysia & Australia.**
- **Re-focused EHPT's regional head office and as HP dissolved the partnership I folded the business into Ericsson's DGS operation.**
- **Sized and re-engineered company**
- **Took a major company loss situation and reversed turning company into profit.**

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## Nigel Saywell-Lee

August 1996 – June 2000

### LHS Asia Pacific Sdn Bhd (Shlumberger) - Chief Executive Officer

LHS was the leading provider of convergent customer care and billing for the global GSM mobile market.

- **Responsible for: Business strategy, market positioning, market awareness, growth of revenue and profitability, market share through organic growth and acquisition, delivery of LHS solution, local development and associated debt management.**
- **Built a strong Project, Sales and Delivery Operation in LHS Asia Pacific Sdn Bhd from 0–250 high-calibre, project, technical development, admin support and sales and sales support teams.**
- **Opened offices in Malaysia (Sdn Bhd), Hong Kong (Ltd), India (Ltd), Taiwan (Branch Office), Australia (Branch Office) and Indonesia.**
- **Achieved good (50%) growth through the years with (36%) in 1999.**

### Earlier appointments

<b>Shlumberger (Asia Pacific Telco Business – Malaysia Based)</b>	<b>Consultant</b>	<b>Jun 95 – Jul 96</b>
<b>CBIS Ltd</b>	<b>UK &amp; Netherlands Sales Director</b>	<b>Feb 94 – Jun 95</b>
<b>AT&amp;T Network Systems</b>	<b>UK Sales &amp; Marketing Manager</b>	<b>Jun 91 – Feb 94</b>
<b>Xerox Engineering Systems – UK &amp; Europe Sales Director</b>		<b>May 83 – May 91</b>

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