

Get your company on the path to success

STRATEGIZE
ORGANIZE
GLOBALIZE

Services

- Interim Managers
- Consultancy
- Business Development
- M&A support

PROFILE & CURRICULUM VITAE



Andrew Collins

Email: andrew@grant-graham.co.uk

Mobile NL: +31687075776

Mobile UK: +447415142155

Website: www.grant-graham.co.uk



Who am I?

Having moved to the Netherlands at the age of 4 and travelling back and forth between the Netherlands and the United Kingdom until I was 7, I am now married and a proud father of three children living in Zwijndrecht, Netherlands.

In addition to English and Dutch, I speak a bit of German and have begun learning Chinese (Mandarin). Weddingbells was the name of my first company when I was 19!

Technology, learning new things, gadget lovers, psychology, collecting watches, and politics are some of my hobbies.

I enjoy reading biographies of business and political leaders. My favourite newspaper is the FT.

WHY CHOOSE ME?
WHAT CAN I DO FOR YOU?
WHAT DO I OFFER?

I have experience in a wide range of sectors and specialize in Fintech, (Payments, Fraud, Finance solutions), Energy, Insurance, Legal Tech, Ticketing, IT, SaaS, and Software. E-commerce, Telecom & Retail, Consumer Electronics.

I am able to contribute immediately to your organization. With business experience in Europe, Asia, and the USA.

Education

- **University of Harvard** / Exercising Leadership
- **University of Adelaide** / *Risk Management for Projects*
- **University of Maryland** / *Managing Conflicts on Programs and Projects with Emotional and Cultural Intelligence*
- **Rotterdam University** / *MBA, Management*
- **Technical College** / *Construction technique*

Introduction

Hello, I'm Andrew Collins, a seasoned professional with a distinguished career spanning over three decades across a diverse range of industries. My journey has been marked by continuous learning, leadership, and a steadfast commitment to delivering exceptional results.

Living in the Netherlands with my wife and three children, I am passionate about technology, entrepreneurship, and travel. My extensive experience covers a wide array of sectors, including SaaS, Fintech (Payments, Fraud, Finance solutions), Gaming, Gambling, Energy, Insurance, Ticketing, IT, Telecom, Retail, and e-commerce. In addition to English and Dutch, I also speak a bit of German and have begun learning Chinese (Mandarin).

I thrive on challenges, consistently deliver results, and am dedicated to enhancing the success of the organizations I work with. My career is a testament to my adaptability, leadership, and passion for driving businesses forward. I am eager to connect with like-minded professionals and organizations to explore new opportunities and create meaningful impacts.

My professional journey began at a young age when I founded my first company, Weddingbells, at 19. Since then, I have held various senior management positions, contributing significantly to the growth and success of numerous companies. I have extensive business experience in Europe, Asia, and the USA, which has equipped me with a global perspective and the ability to navigate complex international markets effectively.

Some highlights of my career include:

- Leading the expansion of companies into new international markets.
- Managing large-scale projects with budgets exceeding hundreds of millions of dollars.
- Driving sales growth and operational efficiency in diverse sectors.
- Implementing innovative solutions to improve productivity and profitability.

I am a professional who thrives on challenges, delivers results, and is dedicated to enhancing the success of the organizations I work with. My career is a testament to my adaptability, leadership, and passion for driving businesses forward. I look forward to connecting with like-minded professionals and organizations to explore new opportunities and create meaningful impacts.

Here's a closer look at my career, accomplishments, and the value I can bring to your organization.

Strategize

Organize

Globaize

Work Experience

Interim - Chief Commercial Officer



Mar 2024 - Present

Company type: SaaS / Lawtech / Fintech

Office location: Rotterdam

Template is a SaaS product by Bondify. Our AI-powered contract automation and management platform helps you increase productivity, save money and time, and create a better workflow. We make your contract experience more enjoyable.



Interim - Director of USA Partnerships

Dec 2023 - Present

Company type: IT Services and IT Consulting

Office location: San Diego, United States

We are a team of digital consultants, who merge technology and data to drive our customers one step beyond.

As the Director of USA Partnerships, my role revolves around developing and managing strategic collaborations that contribute to the success of our organisation within the United States.

Here's an overview of my key responsibilities:

- Strategic Planning
- Relationship Management
- Business Development
- Collaboration
- Market Research
- Performance Tracking
- Communication
- Networking

In essence, my role as the Director of USA Partnerships is pivotal in expanding our organisation's reach, enhancing capabilities, and driving growth through collaborative ventures with key stakeholders in the United States.

"Choose a job
you love, and
you will never
have to work
a day in your
life."

- Confucius



Interim - BDL / Lead Project Manager

Aug 2022 - Jul 2023

Company type: Financial Services / Payments
/eCommerce

Office location: Global

- Manage a portfolio of complex geographic expansion
- Scope, plan and manage projects through the entire life cycle, ensuring delivery to time, cost, and quality. This includes ensuring that the solution can enable the business to achieve benefit realization
- Accurate and in-time reporting against the project plan and budget in line with agreed program governance.
- Perform regular updates on progress status and steering committee updates
- Prepare management deliverables like roadmaps, project plans, and project change requests
- Provide project risk analysis & promote mitigating actions
- Provide steering for the project team by aligning and motivating project team members & key stakeholders. Ensure to meeting the project goals and milestones

Projects lead as Business delivery lead / Lead Project Manager

- **GEO expansion** (*expanding into new countries as payment acquirer*)
 - South Korea
 - Turkey
 - Singapore
- **Product** (*Development/introduction/sales ready*)
 - Open Banking
- **Change Management** (*Migration to another billing/payment platform*)
 - Travel migration (Airline sector)
- **Project Support** (*Supporting team members*)
 - Thailand
 - India
 - Brazil

What do people say about me?

Andrew is a true leader, both formally and informally, energising the team and the entire organisation, and creating a positive and dynamic work environment.

A seasoned master in project management. His exceptional stakeholder management ensured the seamless collaboration of contributors. Andrew knows how to shake things to get things done, but he was kind and polite in all interactions. His respectful demeanour and unwavering good mood made him a pleasure to work with.

Almost as a side job, he relentlessly automated the processes to perfection, leaving the organisation stronger.

It's been inspiring working with him, and I wholeheartedly recommend him to any team or organisation seeking an impactful leader.

Professionally and personally, Andrew is one of the most interesting people I have ever met.

Lukasz Lukaszewski
Web3 and Crypto Program Manager
21 July 2023

Andrew has the unique ability to understand people and projects quickly. During his stint at Worldline, he was able to use his interpersonal and project management skills along with his vast experience across sales, marketing and other functions to deliver multiple projects while working with tight deadlines. He has demonstrated keen business accumen and the ability to manage resources properly ultimately delivering on all his projects. His pleasant nature and approachability make it a pleasure to work with him. Andrew is organized and structured and is able to manage his stakeholders with ease. Definitely recommend him for project management.

Sandeep Patnaik
Senior Strategy Analyst at Worldline Global
July 1, 2023



Interim - Business Development Director

Apr 2023 - Present

Company type: Internet/Cloud/Solution provider

Office location: Dubai

- Open new markets within the EU & UK
- Increase revenue
- Set new company goals
- Grow excellence
- Advising shareholders in the expansion process



Interim Sales Manager

Aug 2022 - Oct 2023

Company type: Legal Fintech

Office Location: Rotterdam / NL

- Preparing Go To Market plan
- Setting up the sales process
- Bringing in first clients
- Launch Marketing Campaign
- Supporting owners on a roadmap
- Leading the commercial team



Aug 2022 - Oct 2022

Business Consultant

Company type: IT / Telecom

Office Location: Alblasterdam / NL

- Supporting in Due-Diligence
- Introduction to potential buyers
- Advisor to the board

What do people say about me?

I am delighted to write this testimonial for Andrew, a truly exceptional individual with extraordinary project management skills and a boundless energy that brings life to every endeavor. Andrew possesses a remarkable ability to mobilize teams and lead them to success, making him an invaluable asset to any organization.

I had the pleasure of working closely with Andrew on various challenging and complex projects, and his performance was nothing short of impressive. His charisma and natural leadership qualities instantly captivated the entire team, inspiring the team to push limits and achieve remarkable results. Andrew's enthusiasm is infectious, and he effortlessly motivates others to share in his vision and work passionately towards common goals.

Throughout the project's lifecycle, Andrew demonstrated great project management skills, effectively guiding the team through various challenges and obstacles. He has an innate talent for identifying potential roadblocks early on and proactively implementing solutions to keep the project on track. Andrew's strategic thinking and ability to make well-informed decisions, even under pressure, are truly commendable. Andrew consistently proved his capacity to handle multiple responsibilities with ease, always going above and beyond to ensure the project's success. His dedication and commitment to excellence are evident in every aspect of his work.

I wholeheartedly recommend Andrew to any organization in need of a dynamic and talented project/program manager or leader. He possesses an exceptional combination of project management expertise, infectious energy, and unparalleled charisma, which undoubtedly make him a force to be reckoned with in the professional world.

Working with Andrew was an absolute pleasure, and I am confident that he will continue to achieve great heights in his future endeavors.

Jasper van den Berg
Program & Project Management | Banking | Data & Tech
| Interim Management
Program & Project Management |
Banking | Data & Tech | Interim Management
July 20, 2023



Founder / Director

Sept 2008 - present

Company type: Consultancy | Interim Management
Office Location: EU / UK / USA

Grant & Graham helps companies increase their sales offers a wide range of interim positions and supports management with expansion and growth and change, with expertise in Fin-tech, Payments, E-commerce, Telecom - IT, Technology, Hardware, Consumer Electronics, Software, Cloud, SaaS, & Retail. Our main focus is on consultancy & Interim sales and Management support.

- Interim C-level Positions (Internationally)
- Commercial Consultant
- Operational Consultant
- M&A Consultant
- Project Manager
- Change Manager
- Operations Manager
- Board advisory



Business Consultant

Sept 2020 - Feb 2023

Company type: Telecom / IT
Office location: Rotterdam NL / London UK / Dubai

Advisor to the board - Commercial / M&A



Interim - Lead Project Manager Benelux

March 2021 - Sept 2022

Company type: Retail | e-Commerce
Office location: Rotterdam / NL

Responsible for their new Telecom website and other branded site.

- Project Management
- Responsible for the development team
- Implementing new strategy

What do people say about me?

When Andrew joined our team he brought incredible energy and a wealth of experience with him. He took charge with great enthusiasm, was always ready to help and he always put people first. He quickly adapted to lead the project management team and stepped up as interim general manager of the company. I've enjoyed working with Andrew as a colleague, friend, and mentor. I've learned so much from him; especially his incredible attention to structure, relationship management skills, and deep commercial insight. Any company he joins is lucky to have him.

Kevin Maes
Project Manager (Let's Talk)
July 8, 2022, Kevin reported directly to Andrew

Looking for someone to inspire your team and bring a fresh gust of wind to your organization? Well, you've found him! I have had the pleasure of working with Andrew at Let's Talk for over a year. We've worked on many projects together and had fun along the way. His ability to work on multiple projects at the same time was impressive to see. And at the same time, he also made a big difference in productivity and workplace satisfaction. Andrew is kind, hard-working, commercially driven and a great mentor. Every employee would be happy with a manager like him.

Chrissie Dingemans
Projectmanager at LetsTalk
July 8, 2022, Chrissie reported directly to Andrew

LET'S TALK

Interim - Lead Project Manager

Feb 2021 - Sept 2022

I am the lead role in planning, executing, monitoring, and controlling projects, and am accountable for the entire project scope, project team, budget, and resources.

Projects: T-Mobile, Ziggo, KPN, Phonehouse, MPM International Oil Company, VodafoneZiggo, Aanbieders, Allianz, Budget Energie, WRQR, 10xcrew, Mconomy, and many more...

Main Tasks

- Full project management
- Leading a large team of Software Developers
- Process / budget management
- Leading a team of International Project Managers
- Acting as General Manager
- HR support



Consultant Mergers & Acquisitions

Feb 2020 - Oct 2020

Company type: Telecom / IT

Office location: Rotterdam NL / London UK

Responsible for expanding business in the EU through mergers and acquisitions



Interim CCO & CEO

May 2019 - Jan 2020

Company type: Payments / Fintech / Start Up

Office location: London, UK

Responsible for expanding business in EMEA and New Business focused on High-Risk companies (Gaming / Gambling / Digital Goods)

What do people say about me?

"Andrew Collins brings professionalism to a new level. He has proven to be a very quick adapter and exceeds your expectations on a daily basis. Combining positive vibes with clear guidance and leadership, Andrew is your go-to guy for all your management challenges. Always recommended and hoping to work together again in the future."

Maarten Laken

Virtual Reality Tester and Scrum master for Sogeti at KLM XR Center of Excellence

18 March 2019

"I worked with Andrew at Let's Talk. Never a dull moment with Andrew around, always energetic and always positive. He is a perceptive analyzer who can evaluate people and organizations quickly. He (re)organizes effectively, without losing sight of the human perspective. He makes sure there is a healthy work balance for him and the team, resulting in better productivity and happier people.

He has extensive knowledge and experience in management, IT, and telecom. Andrew has a tremendous commercial drive, sees chances, and knows how to capitalize on them. A true go-getter if necessary. If you are looking for someone who can make a difference, I would gladly recommend Andrew.."

Sander Polman

Freelance Web/E-Commerce Project Manager & Product Owner

8 September 2021

"After Andrew joined the company, the atmosphere of the company changed. He made great contributions to projects with his super energy, positivity, and solution-oriented approach. Besides, he was like a friend whom I could consult on all my personal or work-related problems. It was a pleasure working with him.."

Koray Küpe

Lead PHP/JavaScript Developer

9 September 2022



Interim Business Development Manager

April 2018 - May 2019

Company type: Saas / Telecom / Payments / Fintech / Scale Up

Office location: Rotterdam, London, Germany

Responsible for International new business in the following verticals: companies: Gaming / Gambling / Digital Goods / Energy / Telecom / Insurance



Co-Founder - Senior Consultant

Sep 2017 - March 2019

Tixer EU with offices in Amsterdam and London support companies that do business between the UK and The Netherlands.

Due to the Brexit, Tixer is specialised in supporting companies with their Brexit challenges.



CEO & CCO

May 2015 - August 2017

Voipro USA Inc. based in San Diego CA, USA, provides the latest range of cloud telecommunications products with sensational service. With years of telecommunications industry experience worldwide, we are specialists in the field.



CEO & CCO

November 2013 - June 2017

Voipro International was founded in 2006 as a manufacturer of a global communications platform, available worldwide. Our success is directly linked to our values. We believe that success comes from never being satisfied. We constantly challenge ourselves with new ideas, solving problems and we are continually seeking innovative ways of optimizing operations and increasing service quality, all to the benefit of our customers.

Our highly motivated, professional, and reliable international team is located in the Netherlands, the United Kingdom, Belgium, and the USA.

What do people say about me?

"Although Andrew and I worked not too long together I have learned that he is a passionate, hard working and enthusiastic New Business Development Manager. It is that warm personality that you can't refuse if he is knocking doors to sell products / service that he really believes is of great value to your organisation."

Danny Stotijn, Business Analyst Payments & Fraud at Bose Cooperation
18 March 2019

"Andrew always leaves an impression! And a great one that is. I have worked with him intensively over the past few years and it has been an absolute pleasure! His ambition, focus and creativity is very contagious. He knows how to motivate people, get results and he knows how to have fun while doing so.

Andrew is kind, intelligent, experienced and very inspiring. And I hope to work with him for many more years.

To me he has been, and still is, a mentor. And also a true friend.."

Sara Verhoef, Freelance Operational & Financial Services at Saverfield
22 January 2018

"Andrew is somebody with a lot of experience and expertise in the Telecoms world, was always a pleasure to work with him and learn from his tech insight. I hope to work with him again soon."

Holly Stocker, Senior Partnership Manager at Debut
25 September 2017

The logo for Motto Communications, featuring the word "MOTTO" in a stylized, green, sans-serif font.

CCO

September 2010 - November 2012

Motto Communications facilitates selected partners in the field of communication services. Since 2002, Motto has been building a self-developed environment where the latest communication services are efficiently combined to provide the best possible solutions for the business market. We focus particularly on the development of services, after which our Partners take care of the sales and distribution.

CCO

September 2008 - December 2010

12Connect enables you to sell SIP Termination, SIP Trunking, International DID numbers and other VoIP services. We provide you with cutting-edge tools and features so you can sell the private label VoIP service under your own brand name.



Sales Director

September 2007 - September 2008

Microfix N.V. was started in December 1991 and has grown into an established and recognized position in the repair market in the Netherlands. From a position as a 4th PM organization, doing repairs of ICT and Consumer Electronics for end-user, businesses, dealers and manufacturers, Microfix has grown to an independent position as a service provider



Managing Director

January 2001 - July 2007

C.A.S.S provides high-quality ICT Service, Internet, and satellite communication services and products and is an all-around provider of ICT services.

What do people say about me?

"Andrew is a very pleasant guy to work with and is genuine in his actions. If you have a question regarding Telecom, this is the person you should speak to.."

Hank de Bokx, General Manager & Owner at 1A First Alternative
29 May 2013

"Andrew is a very energetic and inspiring person! Always in a good mood, maybe it is because of his English temperament. He gets things done, in a professional way. I have been working with Andrew for almost 2 years. A true motivator with very much of knowledge of the ICT/Telecom business. He is driven, skilled and he has the ability to get the best out of people. He inspired me in a lot of ways. I am grateful for that. It was a great pleasure to work together with Andrew.."

Astrid Miltenburg, Ondernemer, MarketingOnly
24 September 2017

"I've worked with Andrew on a managerial basis, but on a very personal level and he was one of the first persons that showed me how to open up other ways of working for myself and my business partners. When working for him, I got the change to expedite my experiences on an international level and was always a good mentor/coach. Andrew has the drive of a Formula-1 car and the goal-getter mentality that you don't see often. It was a pleasure to have worked with him is somebody with a lot of experience and expertise in the Telecoms world, was always a pleasure to work with him and learn from his tech insight. I hope to work with him again soon."

Maarten Hensen, Sales Manager at Insight Enterprise
22 March 2013



Interim Sales & Management

Sept 2008 - Sept 2018

Grant & Graham helps companies increase their sales and supports management with expansion and growth and change, with expertise in Fin-tech, Payments, E-commerce, Telecom - IT, Technology, Hardware, Consumer Electronics, Software, Cloud, SaaS, & Retail. Our main focus is on consultancy & Interim sales and Management support.

A few small projects I did:

- Tiptel Nederland (**New Business Development Manager NL**)
- WeTalk Telecom (**New Business Development Manager NL**)
- SpeakUp BV (**New Business Development Manager UK**)
- Bokxing IT (**New Business Development Manager NL**)
- Friehol Automatisering BV (**Consultant**)
- Digifoon B.V (**Consultant**)
- MaxiTel Telecom (**New Business Development Manager**)
- 4AllBusiness (**Partner Manager**)
- Coffee Etc (**Consultant**)
- Esprit Telecom Belgium (**Consultant**)
- Wavecrest N.V (**Consultant**)

The core business focus of Grant and Graham is to quickly place seasoned managers with proven track records on temporary assignments to manage your company's demanding short-term challenges. To precisely meet your needs.

We provide our clients with first- and second-level managers (interim executives) and specialists (interim experts).

Their assignment areas include interim coverage for vacancies, projects of all kinds, turnaround and restructuring efforts, business development, and management of extraordinary operational challenges.

What do people say about me?

"Working with Andrew, I have experienced him as a real business expert with an innovative vision. He is very dedicated, honest and full of positive energy and that makes him very nice to work with. As my supervisor I found him also as a great inspirator, teacher and team player. With his commercial and technical skills and his knowledge about the market he knows how to get the job done and that makes him a valuable asset to every company. Therefore I would like to personally recommend him."

Nick Verwoert, Politie officer at Rotterdam
20 February 2013

"It has been an absolute pleasure working with Andrew. He is the kind of person that knows what he wants and that would do everything to have it done the way he needs it and in the expected time. I wish to have another great business opportunity to work with Andrew in the future. Barbara"

Barbara Bielen, Facility Manager at HSG
18 February 2013

"Andrew is nice to work with and he gets things done in a very efficient and creative way. Highly recommended."

Robert de Jong, Infrastructure Specialist at BDO Global IT
15 February 2013



Sales & Marketing Director

2000 - 2001

NCR Corporation and its subsidiaries facilitate transactions and transform data from transactions into business information designed to enable businesses to build, expand, and enhance customer relationships. Due to its presence at customer interaction points, NCR's Retail Store Automation and Financial Self Service solutions enable companies to capture and process consumer transactions. NCR then provides Data Warehousing solutions designed to help businesses understand and serve each customer as a clearly defined market of one, responding with programs designed to improve customer acquisition, retention, and profitability.



Group CEO

1997 - 2000

To facilitate the logistics, distribution, warranty management, and repair of electronic and mechanical computer equipment and their associated peripherals on behalf of worldwide manufacturers and resellers of computer equipment. Service Industries is a computer peripheral repair and distribution company, specializing in the in and out of warranty repair of peripherals for the original equipment manufacturers (OEM's) of the computer industry. Strategically placed throughout Europe, each company works directly for manufacturers, OEM's or their appointed distributors as their repair support for mini, micro, and PC based computers.

The companies specialize in the individual peripheral repair of products such as terminals and graphic displays (ranging from PC displays to very high-resolution colour displays utilized in CAD/CAM systems), digitizers, scanners, microprocessor-based printed circuit boards, tape drives, and Winchester disk technology, etc

What do people say about me?

"Years ago Andrew's enthusiasm helpt us starting up selling VoIP products.

Nowadays we are a successful VoIP selling and solution centre thanks to the tremendous knowledge and expertise Andrew past on to us. His contagious passion and commitment to telecommunication makes him one of the the best man in the business."

Leon van der Pluijm, Owner at Teleplus
15 February 2013

""Andrew is naast een bijzonder prettig mens om mee te werken ook een zakelijk zeer kundige CEO en people manager, met een bijzonder uitgebreide kennis van netwerk structuren zowel op het gebied van data als op het vlak van telecom. Zijn nimmer aflatende drive enthousiasme gaat gepaard met een echter ondernemers mentaliteit die zorg draagt voor tevreden klanten en winst.. Ik vind het een eer met dit absolute mens mens te hebben en te mogen werken"

Gerrit Landstra, Supervisor at Amsterdam Council
14 February 2013

"I my work with Andrew on telephony solutions I had a great experience. Andrew has an extreme width view on developments in the (international) telecom market and is able to turn this knowledge to great ideas, business chances and good advice.

It's always a pleasure to do some brainstorming with Andrew. It opens up your mind and prepares you for coming business challenges"

Jan Huveneers, Owner at Xillion ICT
14 February 2013



Store Manager

1996 - 1997

Commodore Computers BV (formally known as Escom BV) was a dynamic company with outlet stores throughout the Netherlands, Belgium, Germany, and the UK. Commodore was the largest Computer retailer in the Netherlands.

Area Manager

1994 - 1996

Toys "R" Us, Inc., as of February 3, 2001, was engaged in the operation of 1,581 retail stores, consisting of 1,090 United States locations comprised of 710 toy stores under the name "Toys "R" Us," 198 children's clothing stores under the name "Kids "R" Us," 145 infant-toddler stores under the name "Babies "R" Us" and 37 educational speciality stores under the name "Imaginarium." Internationally, the Company operates 491 toy stores, including franchise stores, under the name Toys "R" Us.



Area Manager

1992 - 1994

Leesnet BV is more than 30 years experienced in renting magazines to consumers in a portfolio. These magazines are combined with all the major selling magazines in the Netherlands. They are 3 kinds of portfolios you can choose from.



Store Manager

1984 - 1992

Speelgoedpaleis Bart Smit BV has a chain of toy stores throughout the Benelux with more than 150 outlets. Speelgoedpaleis Bart Smit BV is a daughter company of Blokker Holding BV. Bart Smit stores sell toys, games, bicycles, sporting goods, VHS videotapes, electronic and video games, small pools, books, infant and juvenile furniture and similar items and electronics, as well as educational and entertainment computer software for children.

What do people say about me?

" Over the last few years Andrew and I intensively worked together on several business opportunities. Andrew is a great person to work with, showing a lot of commitment and knowledge in the telecom Industry, both as sales representative and as Interim manager on an executive level.

Andrew is an outstanding, committed person, always keeps his promises and is eager to reach his targets. Andrew can be of great value for organizations that want to accelerate sales results."

Alberto van der Linden, Owner at Candidmind
13 February 2013

"It's a pleasure doing business with Andrew. Firstly I did business with him at 12 connect and afterwards at Motto VoIP. He understands customer / reseller needs very well!"

Leo Markwat, Owner at IC Automatisering BV
13 February 2013

"Andrew Collins is very passionate about all his projects! If you need advice about your company, whether it concerns telecom, ict, or general management and financial issues, get into contact with Andrew; without a doubt he will get you back on track."

Esther Tak, Owner at Coffee ect
12 February 2013

Achievements

Escom / Commodore

Was brought in to solve their largest store in The Netherlands, as I was also their biggest loss-maker. After 4 months the store was the largest and best store for sales and turnover and profit. Also started "PC Priveproject" and got some large companies like Shell, RET onboard for their IT equipment for staff.

SIL

Expanded the company within Europe and brought in some well know clients like Philips, Compaq, Dell, and many other large enterprises to do thereafter sales from the call centre, logistics, and repairs. Increased sales from 15 million to 220 million in 4 years

NCR

SIL was sold to NCR and I was responsible for merging SIL into NCR (staff 1800 and business operations) further responsible for all sales and marketing activity in EMEA.

CASS

I set up this company after I left NCR as I wanted to do something else and set up CASS to facilitate companies in their IT needs and expanded this later into satellite equipment. To enter the satellite business I set up a forum and with this, we gained more than 60.000 members here we then opened a specialized webshop to facilitate the needs of the members, then expanded as a standalone webshop. Sales volume went from 0 to 1 million in 12 months with only an investment of 5.000 dollars.

How it all started.....

In 1984 around about September my then-girlfriend came to me and asked if I would go with her to a job interview. She did want to go alone. At that moment I was 15 and was in my first year of college. (I was an early student). So we went off to Rotterdam Zuidplein to the Bart Smit shop.

She had an interview for "Sinterklaas help". When we arrived there the shop manager took us up to the office and she had her interview. When the interview was finished the shop manager asked me if I was looking for a job! I replied very politely saying that I was still a fulltime student and was not looking for a job. To be honest my thoughts on working were not even in my mind. But after some persistence of the shop manager, I asked what kind of job?

Take in mind that it is 1986 and that "technical toys" were the in thing and the game computer did not really have a market and kids played with trains, model building and toys like that. Bart Smit at this store in Zuidplein had a whole department for these kinds of toys and there were in need of a part-time salesman who could work in the weekends and some evenings.

The shop manager gives me a tour of the floor and he introduced me to the staff who were working at that moment. Well, all I can say and remember the shop manager sold it to me! I said yes, the only thing then he asked me if I could start right away! I was shocked. But I agreed and just needed to say goodbye to my girlfriend and I had to call home and say I had a job.

My evaluation period was 3 hours... and after that they told me, you have the job and this is how it all started my career.



Microfix

Was asked to open new markets and set up a sales and marketing team. Went from 1 FTE to 22 FTE in the sales department within 1 year. Also added new clients like Samsung and HP for their authorized repair center.

12Connect

The company was known for its business working with the Dutch Defense department and wanted to enter the commercial business department and resell the services and products in the European market. I ended to find a way to make 12Connect a brand in a very short time. As the iPhone was just introduced to the Netherlands and was gaining market around the world I decided to build an APP so we can launch it in the Apple store. The APP gives people a way to make telephone calls much cheaper, we added this to our Virtual PBX. Within the first day of launch, we generated 90.000 dollars in turnover. Due to the exposure, we got we make 12Connect a brand in the telecom and later went on to increase our resellers/distribution to 1000.

Motto

Company when I started as a startup, it only focussed on end-users and was not making any profit. I changed the focus of the company to be a wholesale provider in telecom and went from 800.000 dollars turnover to 6 million within 2 years.

Voipro group

The former CEO left the company, and I was brought in to make the company ready to be resold. My main objective was to increase sales and reduce costs. One large cost saving was Customer support, as we went from 15 FTE to 2 FTE by making the product more reliable and also introducing self-service support with chatbots.

MediaMarkt Benelux

Interim Lead Project Manager for their e-commerce sales channels. Made changes from old e-commerce sites to new version of WRQR, and also launched new e-commerce sites like Nespresso, Oppo, and BudgetEnergie.

How it all started.....

My first day was a Friday working in the evening from 18:00 to 21:00. It was for me a big thing, never worked before. So day 1 went well. I got told by the manager that they were happy and if I could come back tomorrow and work Saturday. So I did and I was now a part-time weekend technical salesman as they called it. As from then, I worked each hour I could, as the school I was attending was not far. So the first year I worked hard and was eager to learn. In the meantime, my then-girlfriend started working also downstairs as "Sinterklaas help".

Eventually, I started to do assistant shop manager tasks and worked many extra hours as I could. Especially when the Xmas time was arriving and we started around 05:00 in the mornings and I worked until late sometime even past midnight. The times I had to phone home as then I did not have a car (was too young) and no public transport would be going to Slikkerveer (what is now Ridderkerk)... So I could in the only person who would always pick me up... my dad. God bless him, he never even said no, and even if he had to also get up early in the morning for work he came to pick me up. After working a full year it was now summertime and school holidays were here. I worked in the holidays a full time to make money as I got the taste of the commercial world. But still was focussed on school and 2nd year was now coming up and until then was working my arse off.

One day in the summer holiday's I was busy helping a colleague with disassembling a swing, while doing this my boss was coming towards me with such speed and looking at me... I thought by myself self "what have I done?" He came up towards me and asked if I would come to the office with him, he needed to talk to me... While I was walking with him towards the office, I was thinking "what does he want to talk about? Did I do something wrong?" By the time we got to the office I sat down and he asked me if I still like working at Bart Smit? I replied with my normal enthusiasm, saying "yes very much" Well he said, as you know we are growing fast now and we need people like you he said, and we would like to offer you a promotion...

Grant and Graham Projects

I started the company in 2006 to do interim and consultancy positions in a wide range of verticals. The positions I held were from days to years depending on the customer requirements.

The main focus was:

Sales Consultancy

Business Consultancy

Financial advice

Interim Sales positions

New Business Development (Hunter)

Interim CxO / Management

International expansion support

Alphacomm Solutions / Mi-Pay

The main object was to open the company to International clients and open "doors". This was achieved in Europe and USA.

GG Payments

The company was a startup and my main focus was company structure and sales increase. Also made a new "switchboard" for payment routing focussed on BIN number and country location to achieve the highest acceptance rate in payments.

Let's Talk

Worked as Interim Lead Project Manager. Created a way of working and made the project team more professional, also stepped in as General Manager. Also increased productivity and introduced standards to help Developers, and Project Managers achieve their goals easier, and much faster.

*Living and breathing
sales & marketing*

How it all started.....

I was astonished, and replied, what kind of promotion? He said we want to offer you the position of Shop Manager for the location in Papendrecht. After hearing this I was flabbergasted with just what he told me, I told him I need to think about this, as I was still at school and only 17! That day I went home and discussed this with my parents and as far I can remember was my mom saying "you need to stay in school and get your qualifications" and my dad saying "son do what you think is best". The next day I went back to work and was still thinking what shall I do? By the time I got to work, I made my mind up... I am going to do it.

So that's how my career started and my memories at Bart Smit are nice and my mentor there was Gert Ooms, the store manager of Zuidplein.

professional

full of energy

easy communicator

humour

Inspire

Love a challenge

Leader

I'm a strong individual with a strong sense of self and a natural magnetism. One of my most defining characteristics is that I am warm and generous, and this is where I am at my best. In my career, social life, and creative endeavours, somehow, I stand out. What defines me is my protective nature; I am loyal and always the shoulder to lean on for family and friends, someone who is treasured and trusted.

I'm very emotionally analytical and methodical. My comfort comes in regularity and order, where usually practical sides of nurturing come through: help and solutions for those around me. I will be sure to remember my emotional needs and not get too absorbed in perfectionism.

In the way I present myself to the world, I am detail-oriented, reliable, and conscientious. People regard me as dependable and capable, with an eye for finer details. While at times, perhaps I may come off as a bit reserved or overly cautious. Bringing balance to my life regarding this need for precision with a more spontaneous approach can help me feel more relaxed and approachable.

I communicate with a lot of drama and expressiveness. I like being the centre of attention in conversations; hence, I am very persuasive. My words are heavy: originating from confidence and creativity. However, it is always good to ensure that I do not overshadow the others during a discussion and allow them to air out their contributions.

In relationships, I am very nurturing and caring. I value emotional security and am very protective of my loved ones. I'm mainly a home and family person. My efforts are directed at providing warmth and comfort in an environment that conveys these very feelings. My sensitivity and empathy help me quickly perceive others' needs, but healthy boundaries must be set to stop feelings from being hurt too easily.

And the ambition is constantly pushed by an inner thirst for adventure and knowledge. An optimist full of enthusiasm, I always seek new experiences and challenges. It is this passion for something that sires my boundless energy and calls upon the risks needed to be taken in the battle for goals. All the same, I need to be very careful not to spread myself too thin with too many commitments to follow through.

I'M CHARISMATIC, NURTURING, AND ANALYTICAL.

**I THRIVE ON ADVENTURE, STABILITY, AND
PERSONAL GROWTH. I BALANCE CONFIDENCE
WITH SENSITIVITY AND VALUE EMOTIONAL
SECURITY, FAIRNESS, AND CONTINUOUS
IMPROVEMENT.**



This makes me happy and fulfilled to be helpful and to improve systems. My practical service and attention to detail bring much success. And a solid moral compass and the desire to do good. But I should avoid getting bogged down by perfectionism and remember to appreciate the bigger picture.

I value stability and work hard to achieve it, meeting challenges methodically and patiently. Financial security is an essential factor to me. In my pursuits, I am steadfast and determined. Most likely, I manage resources in a very conservative manner. But be careful that this does not lead to a type of rigidity or resistance to change—sometimes, the very change you are resisting is the one that will bring about the stability you want.

My uniqueness and my progressive approach to relating are what I bring to any kind of relationship or social interaction. I value justice and equality, and I am usually ahead of my time with my views on partnership and collaboration. Acceptance of one's individuality and finding a balance allowing harmonious connections with others are of key importance.

My depth of emotional being and intuition is profound, drawing me toward the mysteries of life. I'll have strong intuitive and psychic abilities; perhaps there will be an interest in psychology, spirituality, and all things hidden or occult. But it will be essential to try and retain a perspective on reality, not to get lost in your inner world. Being firmly a subject of transformation and improvement, I can quickly come into profound changes and never fear facing inefficiency. Furthermore, the fact that I can heal and regenerate, both me and other people, is a great strength for me. On the flip side, I should not grow over-critical or almost obsessed with perfection because, in the end, true transformation often goes hand in hand with accepting one's imperfections.

Overall, I am charismatic, analytical, nurturing, caring, and full of spirit. I believe that my potential for improvement and change, along with my basic grounding of myself and intense emotions, makes me a force to be reckoned with and a rounded person.



ASSESSMENTS

With Content Executive I did a mentality test and the following was the outcome:

My profile generally agrees with the New Conservatives and Postmodern Hedonist."

New Conservatives

New Conservatives work hard and take pride in their careers. They operate performance-driven. Work often becomes more important than personal life, although they also value traditional family life. At work, they want to be strongly involved in delivering the results. This group likes intellectual and challenging assignments with lots of responsibility and room to organize their own projects and initiation of new plans.

New Conservatives are status-oriented. They cling to traditional behaviour, emphasizing class differences. Hierarchy in social relationships is custom and they often maintain a strongly developed social network. New conservatives like to be in charge and approach new situations as a challenge. Because they are sensitive to the status it is important to them to work for a company with a 'name' and preferably with a distinctive building.

HONOR & AWARD

**LinkedIn
top 1%
most viewed**

*top 1% most viewed LinkedIn profiles for 2012.
LinkedIn now has 200 million members.*

THROUGH DB ASSESSMENT &
INTELLIGENCE RESEARCH I HAD
AN IQ TEST DONE AND
MY IQ IS 120.

Postmodern hedonists

Employees in this milieu are very individualistic, positive, independent and live on impulse (here and now). They always make their own choices, also when these are against the norm in society. The most important driver for this type of employee is to engage in new experiences. Life cannot be boring. Postmodern hedonists enjoy jobs with alternating activities, often project-based. In many cases they work on their own and building a career is not a goal in itself. It is important to them to be able to be creative on the job and have room for their own approach and insights. They like to take charge in a team setting, but work is not the key in life to them. Postmodern hedonists want a comfortable life without too many obligations. Material things are important, but there are no goals when it comes to this subject. Luxury is welcome, not a necessity.

Skills

Industry Knowledge

Sales Management
VoIP
Start-ups
Management Consulting
Cloud Computing
Social Media
Consulting
Business Development
ICT
Project Management
Sales
B2B
Program Management
Wholesale
Managed Services
Development
Networking
PBX
IP PBX
IP Phones
Process Improvement
Staff Management
Strategy
Telecommunications
Payments
Credit Cards
Fraud protection
Banking
PSP
E-Commerce

Verticals experience

Fintech
Payments
Telecom
Retail
eCommerce

Data Center
Change Management
Product Management
Business Strategy
SIP
Entrepreneurship
International Sales
IT Management
Competitive Analysis
Mobile Devices
Telecom
European Union
Integration Services
Account Management
Operations Management
SaaS
Enterprise Software
Management
LeadershipBusiness
Networking
Executive Management
Team Management
New Business
CRM
Paas
Fintech
Finance
Accounting
Training
Change Management

IT Software / Hardware
Gaming / Gambling
Manufacturing
Media
Digital goods

COURSES FOLLOWED

Agile
Scrum Master
Canva Design
Cloud Computing
Credit Card Fraud
Evernote
Exact
FreePBX
Google Adwords
Management
Marketing Nima A/ B
OPS Management
OsCommerce
Public Relations
Pipedrive CRM
Salesforce CRM
Project Management
Retail Management
SAP / R3
Sales Training
Scrum
Business Social Media
Virtual PBX
MS Office
JAVA programming
PHP
Website design / HTML
Tradefair
e Bookkeeping

Information / facts

General information

Full name	: Andrew Proud Collins
Date of birth	: 31 July 1969
Place of birth	: Hexham, United Kingdom
Nationality	: British
Civil status	: Married
Children	: 3
Drivers license	: B/E (NL) - B/E/C/D (UK)
Paspoort	: UK British citizen
Work permit	: EU (NL) Full unlimited
Travel	: ESTA USA, Visa China
Vaccinations	: Yellow passport (all)
Security	: NL VoG / Certificate of Conduct

Business facts

Largest sales deal	: 70 Million dollars
Longest sales cyclus	: 3 years
Largest Project value	: 800 million dollars
Team managed directly	: 30
Staff managed indirectly	: 1800

18K+



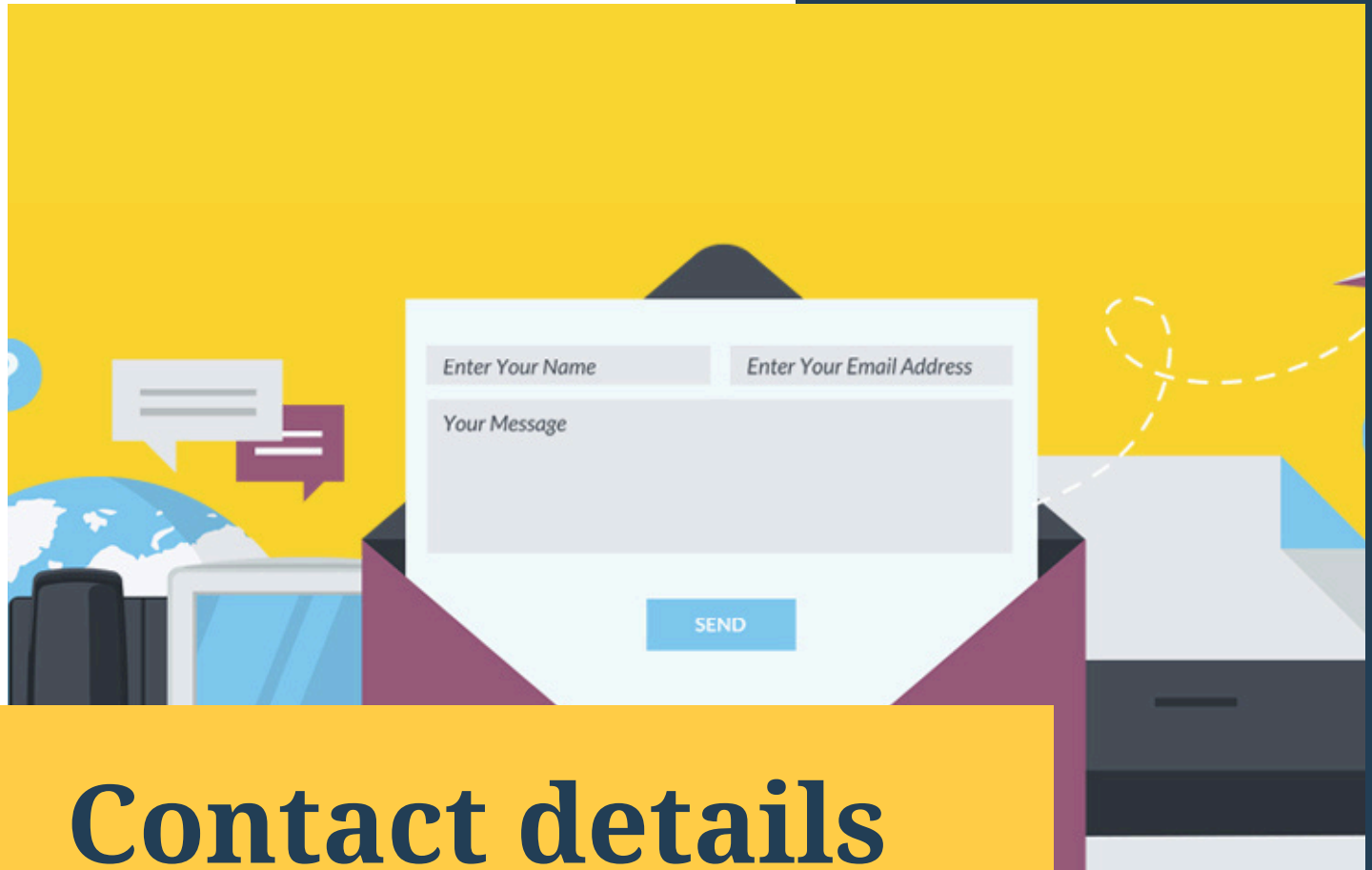
CONNECTIONS

CEO IN FOLLOWING COUNTRIES

The Netherlands
United Kingdom
Belgium
France
Germany
Czech Republic
Poland
Hungary
Italy
Cyprus
Ireland
Sweden
Spain
Portugal
USA

BUSINESS / SALES FOLLOWING CONTINENTS

EU
USA
ASIA



Contact details

General Contact

Mobile telephone NL : +31687075776
Mobile telephone UK : +447415142155
Mobile telephone USA : +16192726577
Private email : andrew@collins.nl
Business email : andrew@grant-graham.co.uk
Work Website : www.grant-graham.co.uk

NL address : Beethovenlaan 87
3335 BE, Zwijndrecht
The Netherlands

UK address : 167-169 Great Portland Street
W1W 5PF, London
United Kingdom

Social Media

LinkedIn | Facebook | Instagram

"I bring professionalism, energy, and "fun" to each project.

I bring the right combination of in-depth knowledge, experience, analytics, and pragmatism, through a consistent way-of-working."