



Sales Experience

Real Estate (1 year, part time) 2002-03

Door to door sales 2002.

Several pre and post sales roles with 5 consultancies UK and NZ

CRL Abacus, Consultant

CSI, Consultant

SSA Pacific (NZ), Consultant.

Accounting Answers, Dec 2000 - Jan 2001.

Telesales role for Sage accounting and payroll systems.

New Zealand (mostly), 1981 - 1997

Self Employed Consultant, Sept 1985 – Dec 1997.

I designed, developed, marketed and supported the IBIS payroll /personnel system, which is installed in numerous locations throughout NZ, the leading solution competing with JD Edwards, at one time. The system was eventually sold to SSA (BPCS) New Zealand and technology approved by IBM. I also provided various support services to 20-30 different, major organisations in Auckland, Hamilton, Wellington, Christchurch and Dunedin and briefly in Sydney.

These roles covered all aspects of business information systems and services, specialising in systems and application support, implementations, pre and post sales support and project management or co-ordination.

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