

# Stuart Bernard

## Summary

Stuart is a business leader with a comprehensive range of experiences covering P&L Management, business development, large client account management, sales, sales transformation, operations, and transformation consulting. He is familiar with and has advised private and public organisations on the use, adoption and deployment of the latest technologies, processes and people change programmes. Stuart thrives on supporting clients through strategy, solution and outcome-based business results.

## Experience

### Business Transformation

Jan 2022 - Present

Freelance

Stuart has devoted this time to giving back. He has supported primary care NHS organisations to improve patient experiences as they emerge from the chaos of the pandemic and seek to recover themselves.

### Iron Mountain

Jan 2019 - Jan 2022

Vice President; Global Digital Solutions, EMEA.

Iron Mountain is the worlds trusted guardian of information and data, number 1 in most of the markets within which it operates. Iron Mountain is focused on the move from physical data and asset storage to the execution of software enabled digital data storage, artificial intelligence and machine learning insights, content management platform solutions, information governance, digital workflows, and managed service provision.

In this role Stuart was accountable for all aspects of the Global Digital Solutions business in EMEA. Including, Sales, Operations, Architecture, Client Services, Revenue (Full P&L for a multimillion pound business employing 1,300 team members) and directly supporting key regional and global clients.

### Virtustream

August 2015 – June 2018

Vice President and Country Manager, - EMEA / UK & Ireland

Virtustream is an Enterprise cloud company founded 2008 to specialise in managing SAP on a multi-tenant Cloud. Acquired by EMC in July 2015, with EMC subsequently acquired by Dell Technologies in 2016.

Stuart was engaged to stabilise this fledgling start up in the UK and transform the cloud sales organisation in EMEA initially with specific focus on the UK & Ireland. Responsible for all operations in EMEA and accountable for all staff.

### Verizon Enterprise Solutions

December 2014 – August 2015

#### ■ Director, Regional Sales UKI & Nordics

Reporting to the EMEA MD, Stuart was tasked with re-instating cloud sales within the Verizon Cloud Business integrating former Terremark legacy cloud sales into a combined cloud and managed hosting team

with a focus delivery of a step change in sales performance aligned to the introduction of a new innovative Verizon Enterprise Cloud platform.

Clients covered all industry sectors both public and private

## CSC

**February 2001 – December 2014**

### ■ Director, Regional Sales EMEA

*October 2012 – December 2014*

Appointed to transform the Cloud Sales team in EMEA and reporting to the Global Director for Cloud Sales, Stuart achieved immediate results through personal leadership of key deals whilst re-building the organisational confidence in Cloud Sales through a restructure of the pre-existing team; acquisition of new talent and implementation of a revised go to market strategy.

### ■ Director and COO, UK & Ireland Sales

*September 2010 – October 2012*

UK & Ireland Sales was a new function, without precedent in CSC, CSC up to this time focused wholly on large deals with typical values in the \$500m - \$1Bn total contracted value. Ignoring the mid-sized market was no longer an option as the buying patterns of the market changed. Stuart led the development of a new sales solution function, implemented and delivered 100% year over year increase in sales performance.

### ■ COO and Transformation Executive Public Sector Client

*January 2009 – September 2010*

As part of the leadership team implanted to lead the pre-existing team Stuart secured the contract with a large Central Government Client, developing a compelling business outcome focused message and focus for the client. Following the successful outcome Stuart led the business transformation tower and was appointed COO for the overall contract. Leading 134 team members, delivering all year one milestones and revenue targets for transition, transformation and service delivery.

### ■ CSC UK Consulting and System Integration

*February 2001 – January 2009*

Stuart undertook a variety of roles as a member of the consulting leadership team.

- New Business – Stuart developed the consulting team new business capability.
- Defined and led a full range of consulting assignments focused on IT transformation across multiple industry verticals
- Consulting Practice Head – transformation consulting services. Private, Public and Central Government Clients.

## FCI Scotland

**May 2000 – February 2001**

### ■ Business Excellence Director

Reporting to the Managing Director and EMEA Business Excellence Director, Stuart implemented a business recovery programme which included implementing a refreshed the local leadership team, primarily through internal appointments, re-implemented the local ERP systems; implemented a restructuring programme and achieved a step change in financial performance to profitability in 6 months.

## **British Nuclear Fuels**

**August 1987– May 2000**

British Nuclear Fuels was the owner and operator of the Sellafield operation. Employing circa 8000 staff at Sellafield and a further 11000 staff at 4 other locations.

Commencing as a graduate trainee, Stuart went onto undertake a range of roles including Nuclear plan commissioning, control system implementation; Nuclear Plant operational management culminating in Delivery Director for a multi site implementation of SAP manufacturing across 27 business units on 5 sites, with direct accountability to the Head of Sellafield Site and Executive Director for Corporate Engineering for all aspects of Programme delivery including budget control; Stakeholder management; trades union negotiation, leading a team of circa 120 members. As the largest component of an overall transformation programme entitled Beyond 2000, at its peak the programme spend rate reached £20m per annum.

## **Education & Skills**

### **University of Aberdeen**

**1983 - 1987**

Honours Degree in Chemistry.

Stuart had undertaken a full range of Sales, Business and Leadership education and training during his career and enjoys keeping his skills current through active learning.