

JOHN WILSON

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PERSONAL STATEMENT

CEO with a wealth of experience is well placed to take on new challenging management roles within the Cloud Computing and AI sectors. A strategic thinker with high ethical standards, able to develop innovative solutions and effective at dealing with situations requiring delicate negotiations with stakeholders across all levels of an organization.

KEY SKILLS

- Innovative Product Development
- Visionary Leadership
- Raising Capital
- Team Building
- Cross-industry Networking
- Strategic Investing
- Technological Innovation
- Galvanizing Consensus

CAREER HIGHLIGHTS

- **Exceptional Growth Results:** Consistently achieved sales growth revenue even during recessions, including 30% revenue growth in 2014 and 20% in 2019.
- **Financial Achievements:** Increased AI Ltd.'s EBITDA by 25% through both increase in sales revenue and cost control.
- **Contracts Awarded:** Since joining AI Ltd., the company has obtained 500 million GBP in new contracts.
- **New Product Development:** Spearheaded the launch and development of 'Express Software,' the top selling product of 2009.
- **Investment Funding:** Successfully raised 50 million GBP in funding to expand AI Ltd.'s operations into emerging markets notably South East Asia and West Africa (needs more specificity so added this)

PROFESSIONAL EXPERIENCE

CEO – AI Ltd., London, U.K.

Mar 2015 - Present

AI Software Development Company

- Responsible for spearheading the development of the AI Ltd.'s artificial intelligence software for smart phones and robotics applications, including the highly successful launch of Cobra Software in 2017, which focuses on problem solving and machine learning.
- Leading the company in new product development resulting in filing 5 new patents in the last 5 years.

- Managing 100+ employees across all functional areas of the company, including developers as well as consultants
- Effectively manage market fluctuations by devising multiple 5-year plans.
- In charge of the EBITDA, working with the Board of Directors to drive the company's profitability. Increased revenue growth by more than 20% in 2019.

General Manager – Acme Ltd., London, U.K.

Dec 2010 - Feb 2015

- Business unit executive and chief strategist for company's proprietary cloud software technology for the B to B sector. In charge of 10 million GBP annually.
- Provided strategic direction for the company's ten product lines.
- Delivered briefings to customers and developed close relationships with company's top 50 customers.
- Led a 30% revenue growth in the 2014 financial year.

Software Product Manager – Acme Ltd., London, U.K.

Sep 2002 - Nov 2010

- Drove the strategy, vision and product roadmap for the Express Software working with other product leaders and cross-functional stakeholders.
- Partnered with engineers and designers to conceive and deliver ideal solutions for customers and professionals.
- Worked closely with the UX team to advance user research and testing for Express Software.
- Identified several business opportunities via user research, competitive analysis, and data collection.

EDUCATION

University of Cambridge, Cambridge, U.K.

2001

Bachelor of Finance

GPA: 3.8

LANGUAGES

- **English:** Fluent written and spoken
- **Italian:** Proficient written and spoken
- **German:** Basic spoken

TECHNOLOGY

Microsoft Office

C++

Adobe Creative Suite

Swift

Python

JVM Languages

HOBBIES AND INTERESTS

Polo and Horse-riding

British Polo Association

Member of the English Chess Federation