

Career focus

Tony Gomez is a Senior ICT professional with over 30 years experience in the IT and Telecommunications business. He is a client centred technology strategist, consultant and project management with a track record of world class delivery exemplified by programme managing a business transformation IT project as well as being a critical contributor for the network design of the world's first public global wide area network using frame relay technology. Tony has worked on assignments in the UK, Belgium, Spain and USA. Tony is a member of the British Computer Society and is bilingual in English and Spanish.

Major Achievements

A proven strategic and operational understanding of the technology consultancy, business development and programme management environment with over 30 years experience in the ICT industry.

A track record of world class delivery exemplified by programme managing a business transformation IT project to increase annual revenues from £200m to £700m over five years as well as being a critical contributor for the network design of the world's first global wide area network (WAN) using frame relay technology.

High class contribution to customer service and client management quality illustrated by receiving individual and team quality awards.

In-depth expertise of client contract finance issues with a record of successful assignments such as analysing the profit and loss account of a £120m contract and implementing a 30% cost reduction project to bring the contract back into profit.

A proven ability to perform under pressure with consistent delivery even when under the most stringent deadlines.

Use of high class influencing and communication skills with successful demonstration of a range of behaviours that are transferable to other business environments.

Skills and Experience

Business modelling.
Business process design.
Root cause analysis and problem resolution.
Project & programme management.
Account management..
Requirements engineering
Sales channel development.
General management & team leadership.
Business requirements engineering.
Benefit management.
Data analysis and design.
Workshop facilitation.
Personnel interviewing.
WAN & LAN network design
Web design and scripting.
Language skills (English & Spanish).
People development coaching and counseling.
Negotiation skills.

Tony has a Degree in Computer Science (BSc), is a Member of the British Computer Society (MBCS) and a BCS accredited Business Analyst.