

J. PAUL BEDDIE

Internationally Seasoned Business Development Leader and Management Consultant

Entrepreneurial Growth Strategist with Sustainability, Smart Infrastructure, IT and deep Asia Expertise

☎: +86-138-1633-1442 / +1-347-653-8101 | ✉: p_beddie@yahoo.com | LinkedIn: <https://www.linkedin.com/in/paulbeddie/>

PROFILE

A highly motivated, accomplished and results-driven Senior Business Leader with a rich experience of 26+ years within the complex and challenging domains of business development, management consultancy and new venture set-up with a passion and expertise to execute sustainability and smart infrastructure initiatives. The driver of strategic growth, synergist and creative leader devoted to innovation and credited with the growth, scaling and financial performance of several organizations in financial services, energy, buildings and infrastructure, government and CRM in IT/BPO sectors. Possess a track record in domestic and international business unit establishment, P&L ownership, exploration of potential opportunities/markets and business growth involving both start-up and progressive organizations. Over the years, have successfully worked with the senior leaders and culturally diverse project teams on path-breaking projects, thereby creating high levels of trust and integrity to excel in dynamic, demanding environments while remaining pragmatic and focused.

A self-starter with a firm belief that sustainability and smart solutions are the keys to future corporate success, the aim is to instil agile and analytical reflex to evolve and match up with industry trends and needs.

AREAS OF EXPERTISE

◆ Global Business Development ◆ Strategic Sales and Planning ◆ Consultative Selling ◆ Executive Management ◆ Project/Program Management ◆ Smart Building Solutions ◆ Executive Client Relationships ◆ Sustainability Generalist ◆ Strategic Marketing ◆ Creative Prospecting ◆ B-2-B Technology Sales ◆ Partnerships/Stakeholder Relationships ◆ Talent Management and Team Development

KEY COMPETENCIES

Strategic Vision: Able to look at the “big picture” and think strategically to navigate through the complex business challenges, implement changes and ensure continual growth.

Leadership: Proficient competency in thought, result, people, and personal leadership with strong abilities to anticipate, interpret, and align thereby successfully leading teams in competitive, challenging environments.

Execution: A creative and innovative leader with the ability to reason and create strategic remedies to understand and solve business pain points, identify potential opportunities and maximize benefits for all the stakeholders.

Organization and Management: Well-disciplined with proven ability to lead and manage multiple responsibilities within a matrix structure and rapidly changing workload without losing sight of the targets; seasoned to work under pressure.

Multi-Cultural and Cross-Functional Coordination: Influential and expressive with robust business expertise and aptitude to function and coordinate effectively in diverse, multi-cultural realms.

Communication and Relationship Management: Articulate communicator with demonstrated skills to work collaboratively with a diverse set of demanding stakeholders including senior leadership, trader partners/ alliances and the project teams.

EXECUTIVE PERFORMANCE BENCHMARKS

Executing High-Value Complex Projects: Closed \$600+ million and developed multi-billion dollar pipeline in complex technology, IT and Business Transformation services sales across Asia, Europe and North America.

Business Innovation: Founded, ran, and sold an Asian Smart City solutions integration company. Sold first international project for commercial-scale environmental remediation emissions technology in the utility sector of Japanese developed technology.

New Project Execution and Financial Excellence: Established and led new pan-Asia Financial Services Consulting Practice; winning against global competitors; generated 35% of total consulting revenue over a six-year period and 50% of gross margins. Established new CRM IT and Strategy delivery unit for a leading global management consulting firm in Japan and won multiple new logos.

Focus on Sustainability and Cost Optimization: Conceptualized, developed, and implemented projects promoting the sustainability and smart building solutions to achieve commercial and environmental benefits. Integrated multiple IT, Energy Efficiency, Wellness, Facility Management and service/installation solutions achieving 25% cost savings for building owners.

Managing Complicated Team Structures: Directly Managed up to 130 staff in Matrix Managed Organizations across multiple countries and in Off-shore/On-site teams with revenues of up to \$150 million. Reported to regional CEO's, sales leaders and Global Heads of Business. Member of multiple Management and Leadership Committees at both country and regional levels.

CAREER HISTORY

Isity Global

2015 – Present

An execution-focused Solution and Services Company, providing commercial and industrial building owners/occupiers with end-to-end smart building solutions.

Founder, Managing Director and Chief Executive Officer

Established the legal entities for the organization in Singapore and China. Designed the business plan, developed go-to-market strategy, created the organization structure and design, prepared investor pitches, worked on the marketing materials, and laid down the delivery methodologies to ensure smooth and timely implementation of the plans. Towards the latter half of 2017, ASX listed company (KKL) acquired the business. Currently, reporting to the KKL Board of Directors, have been responsible for the following:

- Developing and implementing end to end integrated Smart Building and Infrastructure solutions across Asian territories.
- Delivering highly complex and comprehensive smart building/city solutions with a unique collaboration model leveraging the LEED, WELL, RESET, NABRS, etc. building standards as well as DJSI and GRESB related financial indicators.
- Identifying potential business development opportunities, managing sales, handling CRM, hiring staff members, creating proposals, and negotiating contracts.
- Pipeline development with large regional real estate developers and asset management companies.
- Identifying, finalizing and establishing partnership arrangements with best-of-breed LED lighting, air quality, asset management, Facility Management, EMS, M&E, Energy Efficiency, ICT, Waste-To-Energy, solar, ESG SaaS solutions, Work Place and Campus Management SaaS platforms and finance specialist organizations.
- Developing several renewable, utility-scale Waste to Energy projects which are still awaiting financial closure with multiple government entities in China, Australia and USA in the \$150-200 million range.
- Handling major delivery engagements with Kulzer/Mistui, Valmet, Cardinal Health, and Lord.

Notable Achievements

- Selected by APAC CIO Outlook magazine as “Top 25 Smart City Solution Providers - 2017.” Awarded “2017 Sustainability Best Practice Award” from the Shanghai city government.
- Successfully achieved sales over \$1million in Smart Building within first 24 months of company’s operation.

Genpact/ Headstrong

2005 – 2015

A global professional services firm delivering BPO services and digital transformation by putting digital and data to work to create competitive advantage. Acquired Headstrong, a capital markets specialist in 2011.

Vice President, Smart Decisions Services Leader

2012-2015

- An integral part of the nine-member Asia Leadership Committee covering the region with \$150+m/5,000 person and reported directly to the Asia CEO as well as the Global Head for Business Process Reengineering (BPR).
- Established Smart Decision Services Business (SDS) Unit with clients in Greater China, Japan & SEA and offered services including Shared Service Center (SSC) consulting and optimization, Lean Six Sigma/Business Process Reengineering, Analytics/market research and Risk Management consulting services.
- Hired Practice Leaders as well as handled all hiring and program management activities for Japan AIG project –the largest BPR program in Asia.
- Led and managed six direct reports including the Japan and China BPR Practice Leads as well as Asia Analytics and Risk Management Leads. Further, managed 35 core and 68 non-core staff members.

Notable Achievements

- Successfully achieved 340% growth in SDS Revenue from FY2012 to FY2014 with a reduction in headcount.
- Managed and executed major delivery engagements with Changchun Govt, GE, Wacom, Nissan, Haier, AIG, Asurion, Group M and BS24.

Vice President, Head of Asia Financial Services Practice

2005-2011

- Reported to the Head of Asia, only non-national in Asia leadership team and was responsible for starting up the Financial Services Practice in Asia with an initial focus on Japan after that expanded into Hong Kong and Singapore.
- Led and handled all sales related activities and delivery efforts.
- Established Indian off-shore/on-shore development capabilities for Japan operation and expanded the practice focus into other key regional financial centres including Hong Kong and Singapore.

Notable Achievements

- First direct hire Principal in the company, promoted to Global VP in 2008 (1 of 20 in 3,800 person company).
- Successfully increased the business from \$0 to \$40 million in professional services fees over six years with 50%+ margins (35% of company’s Business Consulting revenue over this period).
- Grew the practice with no team members in 2005, achieved growth of 45 local and Indian staff on-shore including five direct reports at Director and Senior Manager level and 20 offshore IT developers.
- Established five global relationships into Japan and Asia region. Secured new multi-million dollar client relationships with Japanese Mega Banks and leading account expansion outside of Japan/Asia.
- Successfully sealed major delivery engagements at Nomura, Barclays Global Investors, Hartford, Morgan Stanley, Mizuho, AIG, BNP Paribas, Deutsche Bank, Merrill Lynch, Aon & Goldman Sachs.

PREVIOUS EMPLOYMENT ENGAGEMENTS

- Peoplesoft Inc. – Director Sales, CRM Solutions, Japan and Asia Pacific 2004 - 2005
- Capgemini Ernst & Young – Director, CRM Service Line Leader Japan and Named Account Manager 2000 - 2003
- Deloitte Consulting – Manager, CRM and Energy Practice, Australia 1998 - 2000
- Chiyoda Corporation – Global Business Development Manager, Environmental Sales Division, Japan 1992 - 1997
- Selsys Corporation – Executive Assistant to the President, Colorado, USA 1990 - 1991

ACADEMIC QUALIFICATIONS & CERTIFICATIONS

- MIT Professional Education Short Programs, Beyond Smart Cities, Cambridge MA 2014
- Stanford University Executive Program National University of Singapore 1998
- Bachelor of Arts, International Affairs, University of Colorado at Boulder 1989
- RESET Building Standard AP Certification 2016
- Sustainability in Practice, Coursera MOOCs program by University of Pennsylvania 2014
- Designing Cities, Coursera MOOCs program by University of Pennsylvania 2014
- Eco-Districts – Accelerating District Scale Sustainability (LEED CE credit), New York City 2014

AWARDS & ACHIEVEMENTS

Awards

- “Top 25 Smart City Solution Providers - 2017”, APAC CIO Outlook Magazine
- “2017 Sustainability Best Practice Award” Shanghai city government
- “Horizontal Leader Award 2012” at Genpact
- “President’s Award” for exceeding 100% of target in 2009 & 2010 at Headstrong
- “Top New Global Client and Most Successful Asia Project Awards” in 2009 and 2010 at Headstrong
- “Outstanding CRM Client Service Award in 1999” at Deloitte Consulting
- “President’s Award 1995” for first overseas power plant project, Chiyoda

Conferences

- World Innovation & Entrepreneurship Expo, Smart Cities, Tongji University/MIT, Delegate, Shanghai May 2018
- AmCham Shanghai – Smart & Sustainable Buildings, Presenter and Panelist, February 2018
- ULI Winter Conference, Panelist for Start-Up Smart Buildings, Shanghai, December 2016
- Huawei Connect 2016, Delegate, Shanghai, September 2016
- 1776 Challenge Festival, Delegate, Washington DC, May 2015
- Clean Tech Forum, Delegate, San Francisco, February 2015
- 1776 Challenge Cup Beijing, Mentor and Judge, January 2015
- Smart City Council Q4 Meeting, Delegate, San Diego, December 2014
- World Cities Summit, Delegate, Singapore May 2014

OTHER SKILLS

IT Skills: MS Office (Word, PowerPoint, and Excel), Salesforce CRM, SaaS CRM solution PipeDrive, Expense management SaaS solution Expensify

Language Skills: English (full professional proficiency), Japanese (Intermediate), Mandarin (Beginner)