

Europass Curriculum Vitae



Personal information

First name(s) / Surname(s) **David Peter Handbury TEE**
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E-mail davidphtee@gmail.com
Nationality British Citizen (with residency and work permit in India)
Date of birth 3rd January 1964
Gender Male

Work experience

Dates September 2012 – date
Occupation or position held **Head of Membership Services**
Main activities and responsibilities

- Manage EBN's membership development, communications, events and online activities
- Managed the development of a €1m FP7 proposal for "social innovation incubation network"
- Worked within the Quality department of EBN
- Developed new web-based platform for EBN's network / community operations

Name and address of employer EBN (Belgium)
Type of business or sector Long-term consultancy to not-for-profit international networking organisation
Dates July 2002 – to date
Occupation or position held **Managing Director and Principal Consultant**
Main activities and responsibilities

- Founded as a vehicle to deliver consultancy projects in economic development (innovation and incubation) and ICT
- Delivered multiple long- and short-term projects as defined below
- Appointed as one of the 25 Business and Innovation Centre (EC-BIC) Experts by the European BIC Network (EBN); EBN is the only network licensed by DG-Enterprise to manage the EC-BIC quality mark.

Name and address of employer Tenforward Ltd
Type of business or sector Consultancy delivery business

Dates	March 2012 – to date
Occupation or position held	Founder, CEO and Publisher
Main activities and responsibilities	<ul style="list-style-type: none"> • Co-founded to create and disseminate regular, respected, credible content, largely developed by practitioners and international experts, that addresses the needs and concerns of the business incubation industry world-wide • Distributes this content through multiple channels including <i>The Business Incubator</i> magazine, training programmes, workshops and research-based publications • Promotes incubation beyond its traditional boundaries creating opportunities for interaction with corporate, financial and other sectors
Name and address of employer	Incubation Worldwide Ltd
Type of business or sector	Publishing, media
Dates	February 2012 – June 2012
Occupation or position held	Business Strategy Expert
Main activities and responsibilities	<ul style="list-style-type: none"> • Supporting the senior management team in modelling this IT spin-out from an established consultancy business • Developing business model, business plan (including financial models), pitch documents for investors etc • Supporting the team during business development activities with key prospects
Name and address of employer	Companion Software Ltd (UK)
Type of business or sector	Private sector start-up company
Dates	November 2011
Occupation or position held	Senior Expert
Main activities and responsibilities	<ul style="list-style-type: none"> • Direct contract with the EU Delegation to develop the Financing Agreement (Technical and Administrative Provisions (TAPs), Logframe and Budget) for phase two of the Jordan Services Modernisation Programme (JSMP II) • Worked with the EUD and JEDCO to build on the Action Fiche to further develop the objectives, results and activities within the TAPs • Developed high level budget and Logframe
Name and address of employer	European Union Delegation to the Hashemite Kingdom of Jordan (direct contract)
Type of business or sector	Short-term Consultancy: Innovation, Start-up Support
Dates	July – September 2011
Occupation or position held	Senior Expert: Business Incubation (Ukraine)
Main activities and responsibilities	<ul style="list-style-type: none"> • EBN Expert for the “Development of financial schemes and infrastructure to support innovation in Ukraine” Project • Ensure the maximum support by EBN in the development of the SAUID Regional Centers of Kyiv, Kharkiv and Lutsk towards the compliance with the EC-BIC incubator criteria and to support the transformation to full EBN membership • Help the Regional Centers define the most appropriate Roadmap for establishing a BIC, based on the specific local environment, stakeholder requirements and industry needs • Direct other EBN experts’ intervention in the Project for optimum utilization in the limited time available
Name and address of employer	Louis Berger via European Business and Innovation Center Network (EBN)
Type of business or sector	Short-term Consultancy: Business incubation

Dates	June 2011, March 2012, June 2012
Occupation or position held	Senior Expert: Business Models (Palestine)
Main activities and responsibilities	<ul style="list-style-type: none"> Part of a consortium delivering training to the Palestine ICT Incubator (PICTI) to ensure EIB funded projects get the best support from staff Conducted 2-day training course and 2-hour workshop in Business Models Provided consulting to PICTI clients on their business models and helped move their businesses forward Conducted further 2-week mission to provide coaching to PICTI staff on the Business Model process with live clients
Name and address of employer	European Investment Bank (EIB) via European Business and Innovation Center Network (EBN)
Type of business or sector	Short-term Consultancy: Business incubation, start-up support, business modelling
Dates	May – June 2011
Occupation or position held	Senior Expert (Jordan)
Main activities and responsibilities	<ul style="list-style-type: none"> Direct contract with the EU Delegation to develop the Action Fiche and Technical and Administrative Provisions (TAPs) for a follow-on project to SRTD Worked with the EUD and beneficiaries to develop objectives, results and activities Developed high level budget and initial Logframe Supported Head of Section present Fiche to DevCo in Brussels
Name and address of employer	European Union Delegation to the Hashemite Kingdom of Jordan (direct contract)
Type of business or sector	Short-term Consultancy: Innovation, Technology transfer
Dates	February 2009 – March 2011
Occupation or position held	Technical Assistance Team Leader, SRTD Project (Jordan)
Main activities and responsibilities	<ul style="list-style-type: none"> €4m EU-funded research, technology and innovation support project Directly responsible for short-term expertise and incidentals budget Preparation of Annual Programme Estimates for budgeting and project management Advise the PMU Director on strategic direction of the project Ensuring project is delivered to European Commission satisfaction Reporting to Steering Committee on project progress
Name and address of employer	Support for Research and Technological Development and Innovation Initiatives and Strategies in Jordan (SRTD), c/o Higher Council for Science and Technology, PO Box 36, Amman 11941, Jordan (contracted by Transtec SA)
Type of business or sector	Long-term Economic Development Consultancy
Dates	July 2008
Occupation or position held	Consultant: Project Assessor (Egypt)
Main activities and responsibilities	Assessed grant proposals for EU-Egypt Innovation Fund Grant Schemes 1 and 2: <ul style="list-style-type: none"> Assessed 20 Concept Notes under Scheme 1 Assessed 11 Full Proposals under Scheme 2
Name and address of employer	Research, Development and Innovation Programme (RDI) (contracted by JCP S.r.l.)
Type of business or sector	Short-term Consultancy
Dates	May-June 2008
Occupation or position held	Consultant: Team leader (Home-based)
Main activities and responsibilities	<ul style="list-style-type: none"> Managed the development of an “Internship Programme” for “<i>Support To Research & Technological Development & Innovation Initiatives and Strategies In Jordan</i>” (SRTD) project Programme aimed at staff within incubators, universities, PMU and other institutions. Comprised training in Innovation Management, Technology Transfer & Information Delivery Created the report with input from remote consultants including training plan, budget and consultant time plan
Name and address of employer	SRTD PMU (contracted by EBN)

Type of business or sector	Short-term Consultancy
Dates	April 2008
Occupation or position held	Consultant (Jordan)
Main activities and responsibilities	<ul style="list-style-type: none"> Attended and contributed to the Inception Meeting for the SRTD project and provided input to the Inception Report based on previous experience in Jordan
Name and address of employer	SRTD PMU (contracted by EBN)
Type of business or sector	Short-term Consultancy
Dates	May 2006 to February 2009
Occupation or position held	VP Software Development and Executive Director (India)
Main activities and responsibilities	<ul style="list-style-type: none"> Based in India, responsible for the web-based software for this UK start-up company Creating a state-of-the-art Ajax driven application to provide customers with the best possible and simplest user interface Manage a team of Indian software developers from premises in Chennai, Tamil Nadu Support the UK parent company with strategic advice
Name and address of employer	AlertMe.com Ltd, Compass House, 80 Newmarket Road, Cambridge CB5 8DZ, UK
Type of business or sector	Private Sector / Start-up / SME Management
Dates	May 05- May 06
Occupation or position held	International Expert – Business Incubation and Innovation (Jordan)
Main activities and responsibilities	<ul style="list-style-type: none"> Developed proposals for an Innovation Policy for Jordan Further developed a network of business incubators within other research and business institutions Supported incubator managers with incubatees Transferred start-ups and incubator activities into the Jordan Upgrading and Modernisation Programme (JUMP)
Name and address of employer	EJADA (EU Delegation, Amman, Jordan)
Type of business or sector	Long-term Innovation / Incubation Consultancy (contracted by EBN)
Dates	May 04- May 05
Occupation or position held	International Expert – Business Incubation and Innovation (Jordan)
Main activities and responsibilities	<ul style="list-style-type: none"> Established two business incubators; engineering-focussed at the Royal Scientific Society and agriculture focussed at University of Jordan Created the business plan, financial model and operations manuals Transferred skills and knowledge to local Directors Supported new Jordanian businesses through their start-up phase
Name and address of employer	EJADA (EU Delegation, Amman, Jordan)
Type of business or sector	Long-term Innovation / Incubation Consultancy (contracted by EBN)
Dates	Feb 03 – Dec 03
Occupation or position held	Managing Director (UK)
Main activities and responsibilities	<ul style="list-style-type: none"> Responsible for P&L for £2.5M t/o public/private partnership high-tech incubator Appointed to assess future & deliver turnaround on public funded business model Negotiated with key creditors, potential financiers, agencies & govt. on solutions Implemented new model and monitored progress – received well by market Due to external factors, forced to put company into administration
Name and address of employer	London Business Innovation Centre Ltd
Type of business or sector	Business Incubation, Innovation and Start-up Support

Dates	Jul 02 - Feb 03
Occupation or position held	Acting Chief Technology Officer (UK)
Main activities and responsibilities	<ul style="list-style-type: none"> Responsible for delivering technical solutions & improve business models & tools Co-founded company through Konetic Ltd and appointed as non-executive director Ensured services/model architecture complied to reusability of technology modules
Name and address of employer	mTank Ltd
Type of business or sector	Mobile telecom research and solutions business
Dates	Nov 99 - Jul 02
Occupation or position held	Founder, Chief Operating Officer and Acting Chief Financial Officer (UK)
Main activities and responsibilities	<ul style="list-style-type: none"> Responsible for day-to-day management of business, marketing, P&L, finance & HR Created strategic marketing plans, profitability initiatives & handled accounting Co-designed solutions including Konetic™ tool for graduate recruitment Drove strategy forward including restructuring from 'dotcom' to software company Managed marketing of the key messages, corporate website, materials & events
Name and address of employer	Konetic Ltd
Type of business or sector	IT-based Recruitment Solutions
Dates	Feb 99 - Nov 99
Occupation or position held	Director – Telecom, Media and Retail (UK)
Main activities and responsibilities	<ul style="list-style-type: none"> Responsible for development of business strategy & technology within these sectors Appointed to manage the entire process from conception to completion and delivery Liaised with clients, project managers & 3rd party suppliers to ensure on-budget delivery Managed a team of senior consultants creating & delivering individual & team projects Delivered e-business strategy & payment system architecture for major UK company Managed e-business strategy development for pharmaceutical information company
Name and address of employer	Momentum Ltd (later sold to Ernst and Young)
Type of business or sector	eBusiness Consultancy
Dates	Apr 96 - Jan 99
Occupation or position held	Senior Consultant (UK)
Main activities and responsibilities	<ul style="list-style-type: none"> Appointed to deliver multi-client programmes including Advanced Digital Media Analysed opportunities for IP Telephony products for large German electronics company Researched & presented analysis of global HDTV market for large UK R&D agency Handled research for technology feasibility, demand and competition for digital media Responsible for analysis & delivery of multi-client telecom project Authored report on telecom industry "<i>Post Deregulation: New Industry Scenarios</i>"
Name and address of employer	SRI Consulting (Stanford Research Institute)
Type of business or sector	Industry Research and Consulting
Dates	Dec 94-Apr 96
Occupation or position held	General Manager, Education Online (UK)
Main activities and responsibilities	<ul style="list-style-type: none"> Developed a business plan for the creation of an online education service using Online Media's Cambridge Interactive Television Trial; later turned into a Web site and CD-ROM Designed the structure of the service from a user and technology perspective, targeting information at schools and homes, children and adults Sold the concept to key content providers such as the Open University, Anglia Multimedia and Yorkshire International Thomson Multimedia leading to content supply agreements Resourced and managed the development team
Name and address of employer	Acorn Computers Ltd
Type of business or sector	Interactive TV / Online services

Dates	Sep 93 – Dec 94
Occupation or position held	International Business Development Manager (Canada, South Africa)
Main activities and responsibilities	<ul style="list-style-type: none"> • Spent six months in Toronto, Canada assessing the market potential for Acorn computers in this market, leading to their decision not to go ahead with further investment • Designed and managed a marketing strategy including Acorn's participation at the annual educational computing conference and exhibition in Toronto, as part of the assessment • Made contact with many key customers within the Ontario school boards convincing them to consider the use of Acorn computers • On return from Canada investigated potential opportunities in South Africa immediately following the election of the Government of National Unity
Name and address of employer	Acorn Computers Ltd
Type of business or sector	PC Manufacture
Dates	Apr 89 -Sep 93
Occupation or position held	Founder and Head of Marketing (UK)
Main activities and responsibilities	<ul style="list-style-type: none"> • With two colleagues, founded a software company to develop educational multimedia products for 32-bit Acorn computers; developed best-selling multimedia authoring tool for schools; Genesis • Managed all financial aspects of the business with full P&L responsibility including business planning, accounts, tax and VAT • Initiated discussions with Oak Computers which lead to the eventual merger to form Oak Solutions • Designed literature, advertising campaigns and exhibitions to maximise our sales potential • Travelled extensively within the UK presenting products to LEAs, schools and colleges
Name and address of employer	Oak Solutions Ltd
Type of business or sector	Educational IT Solutions
Dates	Aug 86 -Apr 89
Occupation or position held	Project Management and International Sales (UK)
Main activities and responsibilities	Managed several software projects
Name and address of employer	Acorn Computers Ltd
Type of business or sector	PC Manufacture

Education and training

Dates	Oct 1983 – Jun 1986
Title of qualification awarded	BSc (Hons)
Principal subjects/occupational skills covered	Software Engineering
Name and type of organisation providing education and training	University of Birmingham, UK

Personal skills and competences

Mother tongue(s) **English**

Other language(s)

Self-assessment

European level ()*

French

Understanding				Speaking				Writing	
Listening		Reading		Spoken interaction		Spoken production			
A2	Basic	A2	Basic	A2	Basic	A1	Basic	A1	Basic

(*) *Common European Framework of Reference for Languages*

Social skills and competences

- Proven ability to work in different countries and multi-cultural environments, and lead people of different language and cultural backgrounds
- Effective presentation and communications skills both oral and written

Organisational skills and competences

- An experienced international manager with a proven track record of business incubation, innovation policy, SME development and commercialisation of new technologies with direct hands-on experience within 4 start-up businesses
- Strong leadership, with strategic marketing & business development experience
- Results orientated with excellent relationship management skills and empathy for different cultures
- Experienced in operational management, business planning, business modelling, financial modelling, project management, service delivery, team motivation & start-up initiatives

Technical skills and competences

- Highly proficient in multiple web-development languages; PHP, JavaScript, HTML

Computer skills and competences

- Highly proficient in all Microsoft Office applications, search and communications systems

Artistic skills and competences

N/a

Other skills and competences

N/a

Driving licence

Full clean driving licence (UK, India, Jordan)

Additional information

Key career achievements include:

- International Expert / Team Leader in Private Sector Development, business incubation and innovation with a focus on support for start-up, micro and SMEs
- Team Leader on €4m EU development project in Jordan linking private sector to research and innovation (supporting R&D by increasing access for Jordanian researchers to European research programmes, specifically FP7; innovation; start-up businesses; and technology commercialisation)
- Developed proposals for an Innovation Policy for Jordan that focussed on key areas of business environment reform and development
- Established a network of Business Incubators in Jordan – Jordan Innovation Centres – under EJADA Project
- Many years experience within international EU-funded projects: team leader, senior expert, project identification; short- and long-term projects
- Ability to design, develop and manage complex projects in multicultural environments and lead people of different language and cultural backgrounds
- Experience within Jordan, Palestine, Egypt, Ukraine, India, North America and Europe
- Significant start-up and SME experience: founder of two technology businesses: Konetic Ltd, & Oak Solutions
- Expert in business incubation and innovation: one of the 25 Business and Innovation Centre (EC-BIC) Experts within the European BIC Network (EBN)
- Managing Director of London Business and Innovation Centre – EC-BIC
- An effective communicator at CXO / Minister level
- Authored & co-authored several key reports on the impact of technology on business

Publications and Presentations

- Speaker at UK “Higher Education Entrepreneurship Group” annual conference (UK, June 2013)
- Moderator on Social Innovation panel at “EBN Congress 2013” (Northern Ireland, May 2013)
- Panel speaker: “MENA ICT Forum – Panel: The Value of IP” (Jordan, March 2013)
- Publisher of and contributor to The Business Incubator magazine (June, October 2012)
- Keynote speaker : “Innovation in the Public Sector” Conference (Jordan, October 2011)
- Panel speaker: “INSEAD Innovation Breakfast” (Abu Dhabi, January 2011)
- Panel speaker: “Arab Science and Technology Foundation: Investor’s Forum” (Dubai, 2010)
- Presented at EBN Congress “Innovation Methods to Link R&D and Entrepreneurship” (Napoli, 2006)
- Authored multiple research reports including : “A Practical Guide to Wealth Creation – Proposals for a Jordanian Innovation Policy”, Advanced Digital Media, TechMonitoring, Telecom Management Programme: New Industry Scenarios

References:

Innovation and Incubation

Mr Philippe Vanrie
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Consultancy / Project Management

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Technical and Managerial

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