

# Paul Gerhard John CIENCIALA

## Experience

15 years Senior and Board level  
Business Management and Consulting  
20 years in General and Project Management, handling projects up to US\$ 6.5 million  
10 years of Internet Marketing & Web Promotion

## Management Skills

Planning, Logistics, Contract Negotiation,  
Supply Chain and Change Management,  
Full Life-cycle Project Management.

## IT Platforms & Software

Proficient in both OpenOffice.org and MS Office applications; MS DOS, MS Windows XP, 2000, 98 & 95,  
Linux (including Apache web servers).

## Complementary Language Skills

German and spoken Arabic.

## Professional Memberships

International Christian Technologists' Association  
The Telework Association (Founder Member)

## Professional History

### Voluntary work undertaken while unemployed

*Chester Road, Ilford, Essex, UK. (October 2003 ~ Present)*

To keep my skills focussed while seeking permanent employment, I have assisted a number of Charities and businesses on a voluntary basis, advising on business, marketing, IT and web strategies. Projects have included the implementation of both websites and blogs for a number of organisations and Christian Ministries. Included among these was the production of a début album for an up-and-coming Christian Worship Leader along with cover design, website, blog, MySpace and Facebook marketing as well as online music distribution.

### 'Work Based Learning Hub' Manager ~ London School of Professional Studies Ltd.

*Lanrick House, Lanrick Road, London, UK. (July 2003 ~ October 2003)*

Contracted to launch a new government initiative in East London for Work Based Learning in Business. I created the initial proposal in conjunction with the MD, then led a team to establish and develop (including premises, staffing, budget and corporate website) the Hub. This was successfully presented to the Learning+Skills Council, Newham College for Further Education and local business at a launch event in September 2003. Lack of adequate further funding put the project on hold, thus making my participation redundant.

### Proprietor ~ CdotC Technologies

*Colenso Road, Ilford, Essex, UK. (December 1998 ~ March 2002)*

Designed and coded a number of promotional, corporate and e-commerce websites. Established a hosting network based in London's Telehouse, with over 400 domains hosted using our own DNS and web-servers. The business suffered fatally when a technology migration to a Third Generation Hosting Platform was discovered to have major operational issues causing a financial penalty on the company that resulted in bankruptcy in March 2002.

### Operations Manager ~ Sabre General Trading & Contracting Est.

*P.O. Box 1160 Safat, 13012 Kuwait. (December 1995 - July 1998)*

Increased annual turnover to US\$ 7.7 million (from US\$ 200,000) within two years by seeking out complementary areas of opportunity, identifying products and relevant suppliers / contractors, winning business in those areas and then achieving sustained growth through repeat contracts. As the Main Contractor's representative for the Ministry of Interior's US\$ 6.5 million "Al Shaheed" patrol vessel contract, I was responsible for liaising between the client at all levels from Operations and Technical Officer ranks up to Ministry Undersecretary and the project primary sub-contractor and builder. The success of this project and the systems established led to a repeat contract for a second vessel from the same Ministry.

### Acting General Manager ~ The Book House Co. Ltd.

*P.O. Box 2820 Safat, 13029 Kuwait. (February 1994 - March 1995)*

Contracted to bring a dormant company to operational status. Tasked to research the current market, identify potential areas of operation and complementary suppliers for those areas, and then develop in conjunction with the Directors a three-year Business and Operations Plan based around these results. Additional work was completed in finalising supply contracts for new products, obtaining the multitude of Government permits for commercial operations and designing a flexible IT administration system.

**Director of Group Operations ~ Jassim Khalid Al Marzouk Group***P.O. Box 21256 Safat, 13073 Kuwait.**(January 1992 - November 1993)*

The growth at Smile Computers led to my working directly with the Group's President, Mr. Mohammed Jassim Al Marzouk, as both Director of Group Operations and also Consultant to his other varied business activities. Two specific projects were handled in great depth until major differences in long-term approach led to the ending of the relationship in late 1993.

**Managing Director ~ The British Press**

In 1992 established the first commercial printing press in Kuwait to have a totally digital pre-press unit.

Guiding the company from my own original concept to full commercial production was a considerable challenge. Tasks handled included production of the initial Business Plan, financial and organisational planning, market research, factory layout, specifying and purchasing all equipment and hiring of staff at all levels.

**Consultant ~ Al Marzouk Automotive**

Expanded the Group by establishing Al Marzouk Automotive through securing the Saab Automobiles exclusive distributorship for Kuwait. From proposal to arrival of the first vehicles in Kuwait took less than one year. Responsible for the research and preparation of a five year Business Plan, including preparation of presentation materials, then the staged pitching for the distributorship. Once achieved, I headed the team negotiating the terms and content of the distribution agreement as well as further discussions on marketing support with both Saab and General Motors EMEA management.

**Operations Manager ~ Smile E. A. & Computers Ltd.***P.O. Box 27461 Safat, 13135 Kuwait.**(August 1991 - January 1992)*

Contracted to assist the company's re-establishment after the Gulf War, working alongside the General Manager my role was to identify potential new products, support agency & contract negotiations, develop marketing and sales channels to government bodies and redevelop the general technical support team.

*Working under the British Embassy, I returned to Kuwait in early 1991 in a team sent by Hostages of the Middle East (an NGO to help those held in Kuwait and Iraq during the Gulf War) to salvage personal effects of expatriates in the aftermath of liberation; this experience proved to be both harrowing and rewarding.*

*While the country was under Martial Law I was tasked with managing the physical distribution of food-aid from convoys sent by the US forces under the umbrella of the National Evangelical Church. This involved liaising with the local authorities, implementing crowd control procedures and fair allocation of supplies.*

**Operations Manager ~ Kuwait Repro Centre / Dhow Software Est.***P.O. Box 4056 Safat, 13041 Kuwait.**(January 1987 - August 1990)*

Developed the company to offering DTP services in 1988 and creating a Software Solutions division supplying in-house coded bespoke multi platform software. Halted by the Iraqi Occupation of Kuwait and the 1<sup>st</sup> Gulf War.

**Office Supervisor ~ Index General Trading & Contracting Co. w.I.I.***Kuwait City, Kuwait.**(August 1984 - January 1987)*

Dealing primarily in Construction Supervision and Claims, developing project management and IT skills.

**Site Foreman ~ National Piling Company. w.I.I.***Fintas, Kuwait.**(July 1981 - August 1984)*

Rapidly progressed from a labourer to Rig Operator (foundation drilling) and up to Site Foreman. Responsible for the equipment mobilisation, site administration, work planning and Consultant and Main Contractor liaison.

**Personal Details**

Born	18 <sup>th</sup> June 1963 - Beckenham, UK
Education	CGSE 'O' Levels - Sir Roger Manwood School for Boys / Ilford County High School for Boys
Nationality	British Citizen
Status	Married with four children
Telephone	070 1422 8750
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Mail	183 Chester Road, Ilford, Essex, IG3 8PY. United Kingdom
Interests	Pyrotechnics, photography, cycling.

**Holder of CRB Enhanced Disclosure Certificate, issued 13<sup>th</sup> March 2007**