

DANIEL C. SMITH

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SUMMARY OF QUALIFICATIONS:

Senior Technology Executive who creates new products and markets, implements organizational change management, and business transformation with a global geographical reach. Builds companies that are characterized as high growth with a focus on new market and unique value creation. Experience delivering innovative technology solutions within Fortune 500 companies. Develops and launches Internet, communications, network and software products. Expertise in venture capital fundraising and board of directors level from seed round through later stage exit. Expertise in enterprise software, Internet and healthcare focused organizations. Ability to work in USA, European Union and UK.

PROFESSIONAL EXPERIENCE:

Stallergenes Greer

Chief Information Officer, London, UK

2016-Present

- CIO leading technology operations and strategy for global territories. Responsible for establishing international operations in medical operations, R/D, commercial and manufacturing. Global environment: 1500 employees.
- Consult with CEO to identify opportunities to leverage technology for a global biopharmaceutical company leader in allergy immunotherapy within the pharmaceutical sector. Approx. \$400M 2015.
- Direct and matrix manage multidisciplinary and multicultural diverse organizations across a wide geographical area. Staff includes 35 technology leaders, and over 200 contractors and colleagues.
- Direct senior technology leadership and teams who oversee global vendor project management, technical operations and implementation. Technology includes SAP, CRM SFDC, web, digital and mobile strategy, IT/communications, Microsoft, IBM and Oracle.

Zoetis Inc., (formerly Pfizer Pharmaceuticals International), London, UK

2010 - 2015

Senior Director, Business Technology Group, Europe, Africa and Middle East Region (EUAFME)

- Functional CTO/CIO leading technology operations and strategy for EUAFME region. Responsible for establishing international operations across diverse business area. Regional environment: 78 countries, 24 languages and 14 currencies and 3500 employees.
- Create medical technology digital products such as digital health records, devices for real-time monitoring of animals and new digital products for vets, Internet of Things (IoT) strategy including data privacy and commercialization.
- Consult with regional President to identify opportunities to leverage technology for the largest global animal health company within the pharmaceutical sector. \$4.8/1.2b ('14), 4th largest IPO in USA 2013, spun out from Pfizer.
- Direct and matrix manage multidisciplinary and multicultural diverse organizations across a wide geographical area. Staff includes five technology business unit leaders, 8 direct reports and over 300 contractors and colleagues.
- Oversee a cumulative direct / indirect operating budget of \$60M which is 5% of company regional revenues.
- Lead wide remit of technical areas such as cloud, mobile, digital, data, security, platforms, and architecture.
- Apply business and technology expertise in the following areas: operations, innovation, business transformation, M&A, divestitures, R&D, software development, product development, strategy and fiscal management.
- Direct large-scale company separation and divesture plan from Pfizer resulting in 200 projects transforming over 350 business system applications during a three-year period.
- Direct senior technology leadership and teams who oversee global vendor project management, technical operations and implementation. Technology includes SAP, CRM SFDC, web, digital and mobile strategy, IT/communications, Microsoft, and Oracle.
- Negotiate and manage global business partner relationships with tier-one systems integrators, outsource firms including Accenture, Infosys, PwC, Deloitte, IBM, Salesforce.com, and Gartner.
- Design, launch and lead as functional CTO for the company's first center for digital innovation in London.
- Protect intellectual property developed and named on company filed patents for digital product technology relating to innovation portfolio. (Patent No. 61/977,963).
- Establish the Cambridge University and industrial collaborations with Cambridge Services Alliance. Work with industrial research experts to produce agricultural and medical industry tech standards and thought leadership.

Pfizer International, Paris, France

Group Director, Business Innovation and New Business, Animal Health Division

- Directed a team of 40 staff and consultants in seven EU countries. Managed annual operating and project budget.
- Co-developed the eServices solution strategy for animal health market, including driving innovation and creating the new global services organization.
- Created a digital product management unit including recruiting key talent from international markets and developing best practices for entire lifecycle from idea to customer-ready product management. Launched Pharmaceutical digital product and services in seven European markets – France, UK, Germany, Benelux, Central EU, Italy, and Iberia.
- Launched several products that accelerated revenue expansion and defended core pharma generic business line.
- Established an investor accelerator program and analyzed company partnerships with business development teams through various stages of funding.
- Determined the approach to marketing spend, ROI analysis and development of pricing strategies across the business.

Pfizer International, Paris, France

Senior Director, Business Technology for Commercial Group, Animal Health Division

- Directed Business Technology operations for the EUAFME Region (\$1.1B USD business division). Areas of focus included: CRM, Order to Cash, compliance, business intelligence, digital marketing, and e-commerce.
- Developed and executed business transformation strategy. Oversaw global talent acquisition in EMEA, additionally building senior regional leadership teams.
- Managed an annual operating and project budget of \$8M (external contractors) and prepared RFP's to deliver individual initiatives ~\$5-10M.
- Led and matrix managed diverse technology organization across a wide geographical area as part of large commercial cluster of diversified businesses including Animal Health, Nutri, CapGel, and Consumer Products.

Headwaters, San Francisco, CA

2008-2009

Principal

- Provided management consulting services to various clients including Pfizer, Good Things Green and Vontu.
- Consulted in the areas of international operations, fundraising, product strategy, and financial modeling.
- Designed EUAFME international operations and built innovation strategy for Pfizer AH. Acted as Interim COO for Good Things Green. Raised capital for Vontu and implemented security software systems for law enforcement.

Telcordia Technologies, Piscataway, NJ

2007- 2008

Vice President, Solution Delivery and Global Operations

- Directed all aspects of global telcomm service operations including a team of 80 and was responsible for overseeing \$40M in professional services revenue.
- Created and executed product strategy and new product development divisions. Devised an innovative approach to modernize the key telecom software application product offering in OSS and BSS product lines.
- Managed global programs such as multi-million, multi-year implementations at AT&T and Saudi Telecom.
- Established a comprehensive audit system to monitor and control expenses including portfolio management, pipeline and resource planning.
- Hired as a managing consultant restructuring solution delivery unit in 2007. Downsized and streamlined company for possible merger/acquisition. (Sold to Ericsson 2011 – \$1.15B).

Reconnex Corporation, Mountain View, CA

2004-2006

Vice President, Professional Services and Support

- Co-pioneered and led a new industry security technology standard for Data Loss Prevention (DLP) in the enterprise security market. Drove top line revenue from zero to \$10M.
- Managed 150+ confidential security discovery projects for large government and Fortune 100 clients such as EDS, Wyeth, Apple, United States Department of Energy and FedEx. A direct result of this program led to Dan Verton authoring *The Insider*, book based on data leakage, compliance and IT security in America.
- Designed services offering and hired specialized security professional team throughout North America. Co-developed core product strategy leading to robust commercial viable software product line.
- Supervised wide range of daily operations, including managing technical pre-sales resources. Co-managed sales pipeline with Sales EVP. Reported to the CEO and Board of Directors on performance of company.
- Consulted and partnered with top tier Silicon Valley VC firms including Norwest. Raised from seed round through later stage fundraising.
- Reconnex successfully sold to McAfee Corp.

GreenBorder Corporation, Mountain View, CA
Vice President, Professional Services and Support

2002-2004

- Co-built and led the professional services and support organizations within early stage high growth, venture capitalist funded with a focus on new market creation.
- Managed the pre-sales, implementation, customer care and QA teams. Responsible for human factors and application interoperability for new ways to secure windows desktop machines in an innovative sandbox technology.
- Accelerated early stage growth from zero to \$5M in annual revenue. Consulted with Silicon Valley VC's and assisted in fundraising from seed round through later stage fundraising.
- GreenBorder successfully sold to Google Inc.

Iomart Plc, Edinburgh, Scotland and London, England
Director of Technology and Operations

2000-2001

- Hired by CEO to implement corporate development initiatives for a high velocity start-up business that delivered products that utilized software, network and Internet technologies.
- Directed overall technical vision, product strategy, and development team for network services offering, including 24/7 technical and network operation for large scale European (ISP) Internet Service Provider. Achieved second largest DSL provider and fifth largest ISP position in the UK marketplace.
- Restructured and rebranded the organization. Spearheaded business transformation resulting in the acquisition and integration of two new companies.
- Directed and managed 80 staff including organization in four locations in Europe.
- Oversaw infrastructure, product development, technical operations and CTO's organization and architecture.
- Iomart IPO in 1999 on London Exchange.

Big Planet, Inc., Portland, OR
Co-founder, Vice President of Technology and Operations

1996-2000

- Co-founded and created an early stage, high growth global Internet Services Provider (ISP), venture capitalist funded with a focus on new unique value creation and driven by highly innovative market makers.
- Drove rapid organizational growth in early stages of Internet market expansion up to \$50M in revenue following NSE acquisition. Large scale implementation of network, data center and infrastructure to support network operations.
- Lead divestiture of the B2B business and restructured commercial business for global expansion with the CEO.
- Lead international business development expansion into Asia Pacific. Japan market expansion was leveraged as the blueprint for 24 expansion countries throughout APAC/EMEA.

ADDITIONAL WORK EXPERIENCE: Microsoft Corporation, Redmond, WA and other software and consulting firms.

PROFESSIONAL ASSOCIATIONS: Services Board Member, Cambridge University (Cambridge, England).

WORK VISA: Possess USA Passport, current UK visa and European Union Visa via EEA family member. Ability to work and travel in both Europe and USA.

PATENTS HELD: Patent No. 61/977,963 for Devices, Systems and Methods for supporting a veterinary practice. Healthcare medical technology & agriculture technology industry supporting IoT (Internet of things)

EDUCATION: Montana State University, Bozeman, Montana, USA - Bachelor of Science in Computer Science; Bachelor of Arts in English. Awarded Distinguished Alumni Award in 2016.

INTERESTS: Innovative thinking, entrepreneurship, travel, literature, avid outdoorsman from Montana Rockies. Married with one son and proud owner of two companion animals.