

Terry Hughes

Senior Partner



Terry is a senior sales, account management, business development and general management professional with extensive international experience. He holds a BA in Business Administration and a Higher Diploma in Electronics and Communications Engineering.

- Over 20 years in sales, business development and commercial management in wireless/mobile /telecommunication
- Involvement in the evolution of communications, from landlines to radio paging all the way through to today's multimedia cell phones
- Experience working in large corporations including Motorola, Mercury, GEC and Vodafone, four technology start-ups, and a multinational software licensing business
- Owner of a consultancy business and advisor to several companies
- Responsible for winning and developing high value contracts with mobile handset manufacturers and carriers
- Global experience, having been responsible for European, North American and Asia sales territories
- Strong communication skills, both with customers and internal teams
- Educated in UK, 15 years of career development in Europe, now living and working in Canada
- Job titles include VP Sales, Sales Director, Director – Europe, Sales Manager, Business Development Manager and Director of Professional Services
- The ideal mix of entrepreneurialism and process-based methodologies dependent on the environment

Terry's previous experience includes;

- Winning high revenue complex multi-year contracts with large organizations
- Proactive account management and building of relationships with major accounts corporate strategy
- Leadership of sales teams
- Management of sales budgets, quotas and revenues
- Channel development and partner marketing
- Management of Professional Services discipline, closely linked to sales to deliver a superior customer service experience
- Linking of sales, business development, marketing, project management, product management and all other company functions in order to deliver the right product to the right customer at the right time