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Alan Stuart



is an experienced program manager with a finance and marketing background, and an MBA from Reading University (1997). He has a track record of successful program delivery and business development for major organisations across EMEA. An influential change agent with strong CRM/ERM skills effective at operational and strategic levels in either program or project roles, focusing on the value added and benefits management of organisational change in the most volatile and complex organisations. His career has developed through success in a wide variety of challenging opportunities in the UK and abroad, through personal flexibility and continuous education.

Alan trained as an accountant in Ireland and immediately moved to Athens, Greece as Auditor responsible for the Middle East internal audit operations of the Sedgwick Group. Here he established International Audit & Accounting Standards for the travel and insurance business in 8 countries. Following this he enjoyed a successful career with IBM in South Africa, heading up Financial Marketing and building a Joint Venture with the Standard Bank of South Africa providing finance consultancy and middle ticket leasing to major IBM partners and customers.



After moving to London he built a similar organization from start up for Digital Equipment Corp. (HP) capturing 20% of EMEA Revenue and was also responsible for the change management of the European Receivables Management Systems (accounting for assets worth \$1bn) through a program of consolidation and rationalization.



At Dell Computers Alan delivered a 3 year program of business change (process people & systems) resulting in the offering of financial services on line and through the two European call centers significantly increasing revenues and margin. He also managed the Y2K business project and subsequent Business Continuity program for Dell in EMEA. As a contracting consultant with Lucent Technologies Alan was a Steering Committee member and instrumental in the delivery of a major IT change program for Cable and Wireless plc comprising 5 Call Centers and 2 Global Data Hosting Centers in London.



Alan has held consulting positions with several private companies including the 4th largest group in Saudi Arabia where he advised on strategies for growth and performance improvement and in Athens where he maintains a relationship with several SMEs and in 2004 completed a residential design and build project prior to the Athens Olympics.



Alan established his consultancy collaborative www.FutureWorldassociates.com in 2005. More recently he was Interim Head of Performance Management at HM Revenue & Customs where he implemented a Balanced Scorecard and is currently program managing a portfolio of IT change projects and advising on the convergence of IT Risk and Performance Management at AVIVA plc. Alan is Prince and MSP Certified.

