

DAVID HOLDEN

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PROFESSIONAL PROFILE

Accomplished, results-oriented, multilingual executive highly regarded for establishing partnerships, driving innovation, and solving complex business problems using emerging technologies and methodologies. Dedicated leader with a proven history of building high-performing teams and developing products that surpass all expectations. Organised with a keen eye for detail and a demonstrated ability to prioritise and manage multiple initiatives simultaneously. Able to leverage strong communication skills to foster long-lasting relationships with colleagues, clients, and stakeholders. Thrives in fast-paced, collaborative, and diverse environments.

CORE COMPETENCIES

- Cross-Functional Collaboration
- Team Leadership/Mentoring
- Offshore / Onshore Team Management
- Establishing Offshore Teams
- Startup to Sale
- Product Development
- Strategic Planning/Execution
- Delivery Management
- Stakeholder Relations
- Needs Assessment
- Project Management
- Negotiation

EXPERIENCE AND IMPACT

SMART EDITORS LTD. [CLOUD SAAS ASSET MANAGEMENT], TELFORD, OCTOBER 2022 TO DECEMBER 2024

CTO/CPO

- Provided leadership, direction, and motivation to teams responsible for the creation and optimisation of a B2B asset management software.
- Engaged in pair programming with teams to propel the development of all members.
- Interfaced between functional areas, distributed teams, and managed organisational levels to align objectives, share knowledge, and address challenges proactively.
- Demonstrated up-to-date knowledge of relevant market conditions, regulatory requirements, and technological advancements.
- Synthesised and applied advanced technical knowledge to make system decisions.

CHESS LOGISTICS TECHNOLOGY LTD. [CLOUD SAAS WMS], MANCHESTER, JANUARY 2015 TO MAY 2022

PRODUCT DIRECTOR

- Spearheaded the greenfield development of a highly technical B2B warehouse management system, created as a SaaS product for use by the NHS and pharmaceutical, 3PL, and logistics companies.
- Steered product design, development, budget, and rollout through meticulous roadmaps and continuous communication with developers, senior-level stakeholders, and users.
- Secured the necessary resources and funding for all projects, allocating materials, equipment, and human capital as necessary to remain within scope.
- Recruited, hired, trained, and coached a design/development team using Ruby, Rails, PostgreSQL, Rest API, Amazon AWS, and RDS.
- Presented knowledgeable insights to the Marketing Director and Sales Director to inform the company's commercial direction.
- Cultivated positive vendor relationships while negotiating the terms of contracts and partnerships.
- Facilitated product demonstrations and testimonials for performance evaluation.

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- Amplified customer base penetration by conceptualising and implementing creative promotional approaches and go-to-market efforts.
 - Conducted business analysis of requirements from the existing team; specified the full WMS suite.
 - Performed enterprise and requirements analysis; explained the results as a subject matter expert.
 - Prospected potential partnerships and collaborations while attending industry conferences and events.

HELPHOUND LTD., KENSINGTON, MARCH 2009 TO JANUARY 2015

CTO [now NON-EXEC/ADVISORY]

- Orchestrated the greenfield development of a B2C bespoke module system for the collection of client reviews which became the de-facto system for many estate agencies.
- Led programming and design efforts for teams using ASP, .Net, jQuery, MS-SQL, TSQL, XML, and RSS.
- Maintained oversight of Agile project management roadmaps and timescales in conjunction with the MD.
- Conducted internal business, enterprise, and requirements planning analysis; generated documentation reflecting findings, conclusions, and recommendations for presentation to executives/board members.
- Engaged in enterprise and requirements planning analysis.
- Liaised with commercial throughout the development and optimisation of the CRM/CM systems.
- Enforced processes and implementation protocols related to company-level architecture, platforms, and data configuration.
- Established comprehensive continuity plans to preserve data integrity and security in the event of natural disasters or long-term outages.
- Identified and capitalised upon opportunities to enhance program delivery, performance, and reliability.
- Bridged communications with third-party vendors and client IT teams to enable the seamless integration of effective solutions.

THINK WEB CONTENT S.L./THINK PRESS S.L., ALICANTE, 2004 TO 2009 | CTO/HEAD of BUSINESS DEVELOPMENT

WEB DESIGN & E-COMMERCE LTD. [WEB DESIGN COMPANY], MANCHESTER, 2002 TO 2004 | CTO

STUART LAWRENCE GROUP [MARKETING AGENCY], MANCHESTER, 1999 TO 2002 | TECHNICAL DIRECTOR

AWARDS AND HONOURS

- Cream: best B2B website – Samsung Telecoms
- Roses: best B2B website – Marshalls PLC
- Alexa Ranking: most visited English language website – ThinkSpain

VOLUNTEERING

- Ansar: Board Director
- Renfrewshire Refugee Aid: Aid Distributor

ADDITIONAL INFORMATION

LANGUAGES: English (native), Spanish, French, Catalan, Valenciano

TECHNICAL PROFICIENCIES: 40+ programming languages (including Ruby/Rails, .Net, ASP, PHP, Perl, Java, Hex 6502), MS-SQL, MySQL, PostgreSQL, AWS, Microsoft Server

INTERESTS: Tabletop and computer gaming, renovating motorcycles and cars, golfing, football, travel