IMC Consultant Profile

IMC + PEÑA
INTEGRAL MANAGEMENT CONSULTANCY®
INTERNATIONAL

The pluses make the difference

Marty Parsons

Associate Partner

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Professional Experience:

17 years of business process outsourcing, business development, management/leadership, and management/interim management experience with multinational corporations ("MNC") and medium enterprise sized organizations, not to include military/defense experience, through management, consulting, coaching and Interim GM positions.

Seasoned player operating in European telecommunications (mobile, fixed line, Internet) and motivated by providing outsourced solutions and assuming interim management roles in challenging international environments. Handled major MNC projects; such as build up of an international roaming hub facility (GSM), contracts migration for CDMA inter-standard & sponsored roaming to more tax advantageous countries, hands – on negotiation of contracts for world's first outsourced mobility service, and deal-brokered/ sold/purchased/setup and managed BPO services to MNC across Europe and the USA. Honed by handling issues for employers and clients; such as hands-on leadership, staff coaching & mentoring of staff/managers, contracts development & management, C-Level deal negotiations, green-field business build-up, business developments, executive sales, turn-around and change management.

Positive communicator and motivator, is focused on Client ROI, delivering performance through new ideas, instilling permanent cultural change and in creating value added services.

Recent Positions and Assignments

Roanoke Ltd. (Cyprus)
Owner, Shareholder own Cyprus Holding.

MPConsult (Germany)
Owner/Director

Vodafone Roaming Services
Luxembourg
Interim Manager roles – contracts negotiation and management.

Vodafone Group Enterprise - UK
Global Commercial & Contract Manager – MNC client outsourced mobility project.

Bertelsmann ARVATO AG - Germany
Site General Manager – operations manager of BPO facility and over 300 employees.

Deutsche Telekom AG - Germany
Regional Manager – operations manager of contact centre for major German telecoms carrier - fixed line & mobile.

U.S. Army - worldwide
Non-Commissioned Officer (NCO) – Led a team of talented men on worldwide security missions.

Languages spoken:

+ English (native language)
+ German (fluent)

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Offices: On every continent and in all major cities.