

Employment History

Feb '02 – Present **R G Interim Limited**

Director

Responsibilities Company Director of R G Interim Limited

Develop the strategic marketing services business of R G Interim Limited

Achievements Reduced the annual cost of leased circuits for a major global telecommunications services provider by more than \$11 million.

Identified ways to improve the underlying quality of data in key business systems, and process improvement opportunities that will improve the efficiency of network capacity management and reduce wasted cost in the future.

Implemented a new revenue assurance process that in its first year identified and corrected over \$4 million of revenue leakage.

Managed the wind-up of the European operations of a global data communications services joint venture. Completed the process on schedule and with a significant “bottom line” payback from the reduction in Accounts Receivable.

Developed a Managed Service Provider partnership to leverage the client’s investment in new network infrastructure in the EMEA region. The partners derived real value from this exercise, measured by winning three orders worth in excess of €1m each.

Mar '00 - Jun '01 **Viatel Global Communications Limited**

Vice President, Business Development

Responsibilities Lead the development of strategic partnerships that will:

- Extend the global reach of the network and service delivery
- Create new channels to market
- Accelerate profitable revenue growth and increase EBITDA

Achievements Over \$110m profitable annualised revenue from new businesses launched between 1998 and 2001.

Developed Business Plan for launch of first-to-market, high volume competitive flat rate Internet access service in UK, and initiated commercial negotiations with AOL resulting in Viatel becoming Europe’s leading provider of flat rate Internet access.

Developed techno-economic modeling and business cases with leading equipment vendors (Nortel, Nokia, Siemens, ECI) for unbundled local loop xDSL services in UK, Germany and Netherlands. Led Board level evaluation of strategic options for LLU leading to buy versus build decision.

European network integration plan with US provider of global IP VPN services.

MoU and Business Plan with ASP launching innovative UM application in Europe.

Partnership with US based MSP to provide co-location, managed bandwidth, IP network NNI, and local broadband access targeted at media and video conferencing market segments.

Strategy to position Viatel in mobile market through MVNO, mobile Internet applications and IP transit services to 3G network operators.

1999 – Feb '00 **AT&T Communications (UK) Ltd**

Director, Strategic Planning and Business Development

Responsibilities Business Strategy and Planning; Business Development; Product Management; Commercial Management

- Achievements Managed the creation and presentation of the corporate strategy to prospective buyers leading to the successful sale of AT&T Communications (UK) Ltd.
- Defined a new product plan for IP and data products targeted at corporate business, ISPS, carriers and resellers and managed the rollout.
- Launched a new Frame Relay product and two new Dial IP products on-target.
- Specified and developed Internet access and IP transit services for corporate and ISP market segments.
- Developed and implemented the 2000 Business Plan for the new business.
- 1995 - 1999** **AT&T Communications (UK) Ltd**
- Business Development Director**
- Achievements Managed the successful creation, development and growth of the International and Wholesale Business Unit targeting the Carriers' Carrier, Reseller and ISP market segments.
- Consistent over achievement of revenue, customer acquisition and offer development targets from launch. Sustained growth to annualised revenue stream of over \$80m.
- Lead all aspects of Business Development from market strategy and business plan, to resourcing and recruitment, offer development, sales, and operations management.
- Managed growth into European carriers' carrier market through AT&T's International Traffic Management organisation in the EMEA Region.
- 1993 - 1995** **AT&T ISTEEL Limited**
- International Channel Marketing Manager**
- Achievements On target ERP product launch in UK, France, Belgium and The Netherlands.
- Global Marketing Alliance made operational with partners Hewlett-Packard and Informix in the UK, France, Belgium and The Netherlands.
- Channel marketing programmes, product pricing and competitive strategy developed.
- Developed Consultant Alliance and Partner Programmes.
- 1986 - 1993** **AT&T ISTEEL Limited**
- Marketing Manager**
- Achievements Successfully managed AT&T ISTEEL's presence at IT in manufacturing exhibition, CIM '92.
- Developed and implemented new product/market strategy for the European manufacturing market.
- Repositioned and re-launched the manufacturing management software package, IMPCON, as an open systems solution.
- Opened up new market segments with third party software products. Developed business case, evaluated profit potential and the cost of acquisition. Negotiated the acquisition agreement.
- Successfully managed the launch of profitable new products, including a new-to-market manufacturing scheduling solution and an innovative, visual interactive simulation package.
- Pre 1986**
- British CoalMarketing Manager
- British CoalOperational Research Manager
- Kodak LimitedSystems Analyst
- Rolls Royce (Aero Engines) LimitedSystems Analyst

Personal Details

Professional

Membership Fellow of the Chartered Management Institute (FCIM)
Board Member and Associate of the Institute of Interim Management (AIIM)

Education

1972-1973 University of Lancaster

Degree **MA - Operational Research**

Subjects Operational research, statistics, economics, production control, marketing and corporate planning.

1966-1969 Birmingham University

Degree **BSc (First Class Hons.) – Physical Metallurgy**

University Scholarship and First Year Metallurgy Department Prize.

1959-1966 Shirebrook Grammar School, Nottingham

'A' Levels Mathematics (A), Physics (A), Chemistry (A).

'O' Levels Maths, Physics, Chemistry, English, French, Latin, History.

Contact Details

Full Name Robert Michael Chambers

Address R G Interim Limited
9 St. Saviour's Wharf
Mill Street
London SE1 2BE

Phone (office) +44 (0)20 7231 0503

Mobile +44 (0)7813 021 992

Fax +44 (0)20 7900 2654

E-mail rchambers@rginterim.com

Web site www.rginterim.com