

Steven Feldman

A thought leader and business builder within the geospatial industry

Profile

A business leader who has developed and implemented strategies for change, rapid growth and profitability with an emphasis on harnessing the energy and creativity of the team to capitalise on opportunities.

10 years experience within the geographic information sector of the IT industry in leadership roles spanning executive management, operations, business development, product management, marketing and strategy. Combines experience of building businesses from start up to exit with the rigour, disciplines and processes of working in large corporations.

Extensive knowledge of Public Sector IT particularly within Local Government and Emergency Services and the Insurance and Utilities sectors.

Current Objectives

To assist ambitious businesses to achieve their objectives either as a non executive director, an investor, a consultant or a part time employee.

Career History

Pitney Bowes MapInfo 2007-2008

Director of Business Development (EMEA), Pitney Bowes Business Insight

- Lead European Product and Strategic Industry Management teams
- Responsible for European product strategy
 - Gained support for 2 major product investment programs
 - Increased visibility and recognition of Product Management throughout EMEA business
- Created European Strategic Industry Management team
 - Developed pan EMEA Industry strategies and value propositions for Local Government, Public Safety, Insurance and Retail
 - Initiated cross line of business propositions leveraging Group1 and MapInfo capabilities

Managing Director MapInfo UK

- Appointed following the acquisition of GDC by MapInfo Corp.
- Lead the integration of GDC and previous UK acquisitions into a single operating entity
- Initiated a vertically focussed organisational structure and go to market strategy
- Grew sales by 13%

Managing Director GDC (Graphical Data Capture Ltd) 2002 -2007

- Lead an MBO of the GDC business from whereonearth.com in 2002 just prior to that company being acquired by Yahoo.
- GDC grew by an average of 28% p.a. for the next 4 years
- Recognised as a market leader in the provision of web based GIS to Local Government
- Built international insurance client base
- GDC was acquired by MapInfo in 2007 for \$13m – a return of 1650% for initial investors over four and a half years

General Manager GDC and Head of Professional Services whereonearth.com 1998-2002

- Steered the company through a period of acquisition and ownership by whereonearth.com
- Transitioned GDC from a data capture business to a software solutions model
- Recruited and ran the whereonearth.com Professional Services team

Divisional Managing Director - Pilkington plc and Heywood Williams plc 1984-1994

- Headed Glass Processing Division in UK and Europe covering 6 business units and 400 employees.
- Full P&L responsibility for £30m t/o business
- Managed successful absorption of several acquired companies
- Attained market leadership in mirror market (consumer and industrial) and in commercial shop front repair and replacements.
- Achieved consistent growth (5-10%) through building cycle