

**Name:** David Rix

**Current Position:** Associate

**Key Skills:** Senior Business Leadership  
Professional Consultancy Services  
Business Transformation  
Business Needs Analysis  
Cadastre Management  
Client Relations & Stakeholder Management  
Commercial Growth

## Profile

David is an experienced and successful Consulting Services executive with over 20 years' experience of delivering successful business outcomes for a range of Government and Private sector clients. David is commercially focussed, has a deep understanding and experience of implementing the key drivers in service delivery, and has supported many clients in adapting for the successful delivery of these objectives. David has extensive experience of implementing business change, managing and controlling costs, achieving financial objectives, and driving improvements in operational performance. Highly capable of identifying, defining, and achieving revenue/cost objectives, achieving successful outcomes for a range of organisations, and has extensive experience of building successful relationships with clients and partners. His key attributes include discretion, ability to listen, an imaginative approach to business problems, the ability to provide leadership to others, and very strong business awareness. David has considerable experience of land registration methods and regulations in the Middle East and has extensive experience in the needs analysis, design, and implementation of geographic information systems.

## Professional Experience

### Head of Professional Services, Esri UK, 2007 - 2016

- Esri Inc is the world's leading supplier of Geographic Information Systems and associated services. Esri UK is the Esri Distributor for the UK and Ireland. As Head of the Esri UK Professional Services business David was accountable to the Esri Board for the operational and financial (P&L) success of this business. Responsible for a team of between 80 - 100 Consultants, together with a small number of administrative support staff, David helped grow the Esri Services business providing revenues of between GBP10 million - GBP12 million (USD13 million - USD16 million) annually. The Esri PS business provided services to a wide range of clients including Defence and National Security organisations, Government organisations, Utilities, Telecommunications, Retail, and Financial Services organisations. Throughout the ten years in role David successfully maintained the delicate balance between the demands of the client marketplace, the realities of the people marketplace, and Esri's economic ambitions.

### Managing Consultant, Esri UK, 2003 - 2007

- Prior to being invited to run the Esri UK PS business David was employed as a Managing Consultant within the Esri Consulting Services business. In this role David was responsible for a portfolio of customers including customer relationship management and programme delivery with a number of key customers including the UK Office for National Statistics, the

UK Land Registry, Ministry of Defence, UK National Security Agencies, the Defence Infrastructure Organisation, and the Environment Agency.

### **Director, MVM Consultants Plc, 1997 - 2003**

- Director responsible for the MVM Land and Property business. The business employed between 50 - 80 staff, project managers, consultants, technical architects, software developers, and other experts, together with a small number of marketing, technical support, and administrative staff. Through this period David helped to develop and grow the MVM land and property business achieving revenues of between GBP5 million - GBP8 million (USD6 million - USD10 million) annually. Most of the MVM clients were Government organisations and much of the MVM business was associated with land and property transactions associated with the purchase and transfer of rights and interests in land together with the provision of professional services for the monetisation of such transactions for the benefit of the end client, much of which was achieved through the design and implementation of innovative non-recourse financing.

### **Managing Consultant, MVM Consultants Plc, 1990 - 1997**

- In the role of Consultant/Principal Consultant/Managing Consultant David provided management consultancy services working with a range of clients on a variety of assignments associated with business change, the design and implementation of processes to achieve such change, and the implementation of GIS technology in support of such change. David's assignments included projects in Saudi Arabia with the Ministry of Communications (Transport), Ministry of Petroleum, the Saudi Aramco Oil Company; in the Yemen with projects for the Ministry of Planning; Oman, a project for the Ministry of Water; Iraq, the River Tigris Project, together with various other assignments in the US, Canada, Australia, Malaysia, and throughout the UK and Ireland. Typical assignments involved the provision of a variety of consulting services including business analysis, stakeholder consultation and validation of the outcome of such analysis, development of appropriate operational and financial models and predictions, operational practice and procedures, development of appropriate implementation plans and designs, GIS and associated application requirements (plan, design, procure, implement), and the provision of transition and ongoing governance.

### **Consultant & Technical Advisor, Sir William Halcrow and Partners, 1986 - 1990 (Secondment to MOPW, Qatar)**

- Working to Sheik Ahmed bin Hamad Al-Thani, Director of Finance, responsible for a team of eight professional staff and approximately 30 technical staff. Responsibilities included the implementation of a Geographic Information System for the Ministry of Public Works and Industry (which subsequently became the Qatar Centre for GIS) together with responsibility for the development of cadastral and land registration processes and procedures in support of the Real Estate Registration Department (part of the Ministry of Justice). The original purpose of this GIS change project was the development of an application and database of land registration, property/land ownership, and property/land transactions. The system was subsequently extended to cover various aspects of planning, engineering, and associated works. A pilot study (based on the work completed in Bahrain) was carried out during 1986/87, followed by a detailed business analysis and evaluation stage, and implementation and go-live of the prototype system during 1989. A deep understanding of the specific regulations and methods supporting the process of Real Estate Registration in Qatar together

with a knowledge and understanding of the principles and application of GIS were key elements to the success of this secondment.

### **Regional Surveyor, Directorate of Surveys, Ministry of Housing, Bahrain, 1982 - 1986**

- Working to Ibrahim Al-Jowder (Director of Surveys/Finance, Ministry of Housing), responsible for a team of four professional staff and six technical grade staff for various cadastral, land registration, and land titling activities across the northern and western parts of the Island. This included the adjudication and reconciliation of title deed boundaries based on evidence derived from old land ownership documents, maps, 'block plans' aerial photographs, and verbal evidence. David also contributed to the Bahrain Land Inventory Project (LIP) which was active during this period.
- David developed a thorough understanding of the rules, regulations, and methods which supported the real estate/land registration processes of Bahrain. In addition to his surveying and adjudication duties David also provided some services at the Bahrain University teaching some of the young Bahraini graduates employed by the Ministry.

### **Senior Surveyor, Department of Land & Surveys, Malawi, 1976 - 1982**

- Working on various cadastral, topographic, and civil engineering projects throughout the country

### **Qualifications / Training**

- BSc Geography and Surveying, University of Newcastle upon Tyne, 1976
- Post-graduate Diploma in Geographic Information Systems, Birkbeck College, University of London, 1990

### **Memberships**

Fellow of the Royal Institution of Chartered Surveyors, 1992

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