

RICHARD RAYNER

LEADING TEAMS - CREATING CHANGE - COMPLETING PROJECTS

ABOUT

I am a high energy leader with international and executive experience who has the ability to bring technical, commercial and legal frameworks to bear on my work.

SKILLS

- ● ● ● ● Project management
- ● ● ● ● Change management
- ● ● ● ● Negotiation
- ● ● ● ● Business development
- ● ● ● ● Procurement
- ● ● ● ● Marketing

QUALIFICATIONS

- Cert Professional Legal Studies - 2015
- Bachelor of Laws - 2014
- Cert Entrepreneurial Law - 2014
- Executive MBA - 2007
- Prince II Practitioner - 2007
- Postgrad Dip Mgmt Studies - 2006
- Bachelor of Science (Comp Science) - 1999

WORK

- 2017: Digital Strategy Consultant
- Canberra Institute of Technology
- 2017: GM - Software
- Vo2 Group
- 2015: CEO
- Vo2 Software Ltd
- 2014: Offshore Campus Director
- Wintec
- 2012: Programme Manager
- Wintec
- 2011: Project Manager
- LIC
- 2009: Project Manager
- Waikato DHB
- 2008: Project Manager
- LIC

MEMBERSHIP

- Enrolled Barrister and Solicitor of the High Court of New Zealand
- Member of the Chartered Institute of Procurement and Supply

WORK HISTORY

Canberra Institute of Technology

Digital Strategy Consultant (July 2015 - October 2017)

- Creation of a 3 year strategic plan for Digital Learning to deliver vocational training to region
- Current state review of teacher, student, practice and infrastructure with recommended action and financial plans for improvement
- Process re-engineering of enrolment and student enrolment

Vo2 Software Ltd

CEO and Company Director (September 2015 - February 2017)

GM Software of Vo2 Group (February 2017 - July 2017)

- Due diligence and company acquisition
- Eventual incorporation into wider Vo2 group of companies
- Sales and business development
- Project management of larger projects (agile and waterfall)
- Delivered revenue growth by 50%
- Increased productivity by 60%
- Core capabilities brought in-house (graphic design and app development)
- Moving from project work to add annuitised products reducing dependency on T+M revenue

Wintec

Offshore Campus Director (October 2014 - December 2016)

- Overseeing all offshore campus operations
- Maintaining international joint venture relationships
- Business development throughout Qatar, UAE and Saudi Arabia
- Managing projects in the Middle East
- Executive recruitment
- Procurement of facilities management services region wide
- Leading the NZ and in-country based Offshore Team

Project/Programme Manager (August 2012 - September 2014)

- Establishment of 3 polytechnic colleges in rural Saudi Arabia
- Implementing blended learning across the organisation
- Staff workspace and learning tools lead for new Trades centre
- Creation of automated staff on-boarding
- Staff performance system implementation

Greyson Clements Law

Project lead (November 2016 - December 2016)

- Feasibility lead on commodities startup via the DIFC (Dubai International Financial Center)
- Coordinating and challenging partners from Australia, New Zealand and UAE

LIC

Project Manager (February 2011 - December 2012)

- Completion of large genetics programme
- Lab information systems implementation
- R&D for automation of lab equipment

Waikato DHB

Project Manager (June 2009 - September 2010)

Emergency department IT infrastructure

- Project initialisation and approval for the IT outfitting of the new emergency department
- Brought multiple vendors together to work collaboratively on project deliverables
- Virtualisation of application servers
- Procurement of wearable communications system (Voicera)
- Overseeing creation of medical grade wired and wireless network
- Creation of detailed project and procurement plan

InterRAI software implementation

- Implementation of community health software tool throughout the Waikato region
- \$1.14m implementation of clinical assessment method
- Collaborated nationally with the Ministry of Health
- Re-engineered business processes and clinical processes with clinical team
- Leadership of both administrative and allied health clinical staff

LIC

Senior Project Manager (June 2008 – June 2009)

Project Manager (January 2008 – June 2008)

Programme management of IT infrastructure projects within the organisation

- Development of programme framework including reporting, financial forecasting and strategic project selection

Data centre outsourcing

- Management of RFP process for the provision of data centre infrastructure services.
- Creation of 5 year building lease and services contract
- Management of redundancy and redeployment for affected employees
- Management of transition of IT infrastructure services from LIC to successful vendor.
- Disaster recovery review and remodelling
- Network security review and update
- Management of vendor project manager and co-ordination of joint activities.
- Management of material works changes to building.
- Ensured health and safety processes followed.
- 5 year financial forecasting for the IT division.

Genomic animal evaluation software and supply chain

- Managed software development of genome evaluation system
- Contract negotiation and agreement for supply of service to market provider
- Commercialisation of service, including change management, business process engineering and implementation of required IT infrastructure

Minda Mobile

- Creation of Windows Mobile and desktop application to record dairy farming information
- Commercialisation of product including training, rollout, warehousing, business process engineering and product support
- Procurement of hardware supply contract with a national retail telecoms reseller
- Winner of two TUANZ awards (Mobile Application Award 2009 and Rural Award 2009)

PRIOR ROLES

University of Waikato (April 2004 - December 2007)

- Project manager (ITIL implementation)
- Software test team leader

Securicor Information Systems, UK (September 2001 - March 2004)

- Software developer, developed encryption algorithm for British Home Office

University of Auckland (November 1998 - August 2001)

- IT Manager
- Database Administrator