





Damien Cassaigne

GENERAL MANAGER with 35+ years IT Experience and 20+ years Management Experience in driving digital transformations for demanding global clients.

CONTACT

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PROFILE

Damien is a focused and result-driven business leader with a track record of success in delivering innovation and solutions to complex global customers. He is able to translate the customer's needs into "win/win" solutions and drive deals to closure, with a tenacious "must win" attitude.

He is passionate about achieving business outcomes, especially in challenging situations where he leverages team performance, an analytical approach and his collaborative, open and engaging leadership style.



PROFESSIONAL EXPERIENCE

2019 - 2024 AT&T



General Manager

- ◆ Enabled strategic business changes
- ◆ accountable for relationship, sales, operations, P&L, organisational management (~250-350 FTE)
- ◆ CxO-level relationships and Network Vision
- ◆ Led P&L improvements
- ◆ \$270M+ TCV wins (inc. SASE, UC, WIFI, voice, 5G)

2013 - 2019 AT&T



Sales Centre VP

- ◆ responsible for 'sell through' relationship with IBM Europe
- ◆ \$600M+ TCV joint GTM wins (inc. \$97M TCV WITO)
- ◆ ~\$150M annual revenue
- ◆ Innovation and consultative selling

2008 - 2019 AT&T



Executive Director

- ◆ commercially responsible for Royal Dutch Shell account (~\$365M annual revenue)
- ◆ full outsource lifecycle experience

2000 - 2008 AT&T



Director

- ◆ \$1.6Bn network outsource contract award for Royal Dutch Shell
- ◆ solution & contract manager
- ◆ client director & channel management

1995 - 1999 IBM Network Services



Project Manager / Project Executive

- ◆ international project management
- ◆ client project executive

1994 - 1995 Department of Health



Freelance Consultant

1990 - 1994 ICI Australia



Project Manager / Support Engineer



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LANGUAGES



English (native)



Dutch (spoken, reading)

AWARDS

- 2020 Diamond Club
- 2009 Diamond Club
- 2018 Circle of Excellence

ENDORSEMENTS

" Damien introduced innovative process and solutions to the client. His focus on teamwork and results' orientation became tangible very quickly. His engaging style is one of the contributing factors for the significant eNPS score improvement."

" Damien is a highly skilled and professional sales leader. The impact that Damien has made on the IBM Europe business has been innovative and significant. He is a leader that embodies clear thinking, great energy and a passion to make AT&T successful "

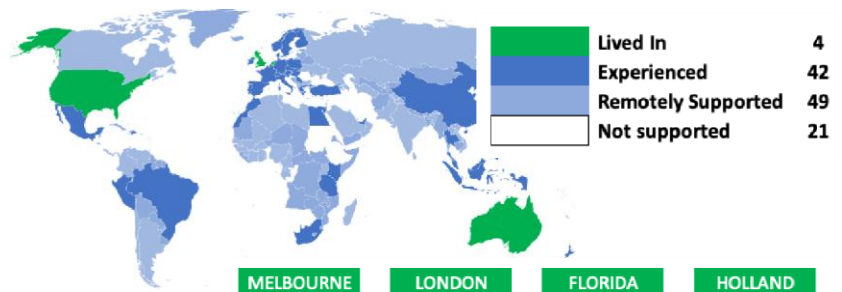


QUALIFICATIONS

- **2023 -** Nyenrode Business University, Netherlands
Modular Executive MBA in Business &IT (planned)
- **1999 - 2002** Project Management Institute (PMI)
Project Management Professional (#15991)
- **1992 - 1994** RMIT University, Australia
Masters of Engineering (incomplete due to EU move)
- **1990 - 1991** Australia Army Reserves
Commissioned Officer Leadership Training (~10 years active part-time service)
- **1986 - 1990** RMIT University, Australia
Bachelor of Computer Engineering (First Class Honours)



GLOBAL EXPERIENCE



COMPETENCIES & SKILLS

