**David Najjar,** BEng, MSC, MBA

**+44 07375 643659** **▪** British Citizen

**Digital Transformation ▪ Cloud Transformation ▪ Programme Management**

Certified SAFe 5.0 Agilist & ERP Cloud | IaaS, SaaS, PaaS, CRM, ERP SaaS / Data Analytics

**A Programme Manager** with global business acumen and a history of rapid, progressive technical leadership on strategic, time-critical Programmes for enterprises across public and private sectors. Adept at shaping and executing on cloud strategy to innovate and deploy cutting-edge Cloud solutions (Public, Hybrid & Private) within IaaS, PaaS, SaaS —that propel business efficiencies and ROI. Skilled collaborator known for simplifying complexity for top decision makers and stakeholders by bridging business and technology. Experience in financial services and governments projects – Tax and Revenue, Finance, Human Resources and Cloud migrations.

**Notable Career Highlights**

**Led Agile, cloud transformations (value $100M-$150M) to power sweeping business and technology efficiencies for large enterprise clients, including those navigating complex migration from on-premise to ERP SaaS, AWS cloud, Cloud Data Centre Migration, reorganisations, and changing strategic global priorities.**

**Created Cloud Delivery Strategy and Roadmap for clients to migrate 100s of applications i.e. ERP, CRM, Sitecore, Websites, Office Apps, Bespoke Apps from on-premise to cloud solutions including SaaS, AWS, PaaS & IaaS including Agile new way of working and DevOps.**

**Delivered consulting engagements for cloud migration projects from on-premise to Cloud (AWS, AZURE, OCI)**

**Executive Expertise**

► Global Programmes (55-200 countries) ► Software Engineering ► Cloud Centre Of Excellence

► AWS/AZURE Cloud Migrations ► Data Analytics ► Agile Software Development

► Leading SAFe 5.0- Scaled Agile ► Change Management ► Consulting

► ERP SaaS Implementation ► Global Shared Services ► Engineering Team Leadership

► Oracle CRM Cloud ► Regulatory Compliance ► C-Level & Government Engagement

Professional Experience & Contributions

**Cloud migration manager FCA, BEIS, London Stock Exchange Group**

⯈ London Stock Exchange Group, London Oct 2020 - Present: **Hired to steer Oracle Finance Cloud Migration Project** (ERP, EPM, RMB), leading high performing team and large 3rd party to deliver at pace and meet key milestones, migrating from on-premise into an Oracle Cloud Infrastructure (OCI).

⯈ Department for Business, Energy, & Industrial Strategy (BEIS), London 2020 - July 2020: Accepted appointment to **steer initial phase of multifaceted Cloud ERP Programme**, leading top-notch team to deliver at pace and meet key milestones, which set foundation to shift finance, HR, payroll, and P2P functions for 5 organisations (BEIS, DIT, UKSA, INSS, and UKSBS) from on-premise Oracle ERP, CRM into an SaaS ERP and interfaces. Built strong relationship with Programme board and government depts (Cabinet Office, IPA). Created Agile Programme Structure, MVP and collaborated with the broader architecture community to provide input into cloud roadmap that is value for money. Created and initiated data assessment and product backlog prioritisation workstreams for agile development and MVP.

⯈ Financial Conduct Authority (FCA), London 2019 - 2019: **Directed ERP transformation Programme,** including procurement to support FCA’s cloud strategy. Assembled, line managed, and mentored high-performing team of PMs, PMO, Architects, and technical resources to migrate on-premise ERP into cloud solution, defined cloud migration strategy and engaged Programme board (CFO, Transformational Director and cross functional department heads). Led the procurement, evaluation of ERP SaaS vendors evaluations, AWS cloud migration high level design, interfaces design reviews and supported overall cloud enterprise architecture processes and principles. Scoped and initiated software development to build special requirements into AWS cloud technologies using 3rd party vendor and integration with Salesforce (CRM).

**Senior Manager / Programme Manager**

**PwC, MAF, Infosys, Viktor Davis**

⯈ PwC UK, London 2018 - 2019: Brought onboard to head up Programme transformations for financial services clients, recommending implementation of cloud ERP, cloud Enterprise Performance Management (EPM), and Business Intelligence (BI) solutions.

— **Figured prominently in capturing £12M contract with major UK insurance company** to roll out Oracle ERP Cloud for finance, HR, and procurement functions; devised winning proposal that provided client with realistic, phased implementation plan to realize outstanding business results over a 12-month timeframe.

⯈ MAF 2015 – 2018 (MENA $10B conglomerate, including financial services, retail, hotels, property development): **Headhunted to champion cloud projects and Programmes** (e.g., Websites Sitecore cloud migration, SAP Ariba Cloud, Oracle CRM Cloud using AWS cloud platform) across multiple business segments. Tapped by CIO to co-develop Cloud strategy, zeroing in on AWS/AZURE Cloud transformation. Prepared RFPs for vendors.

* **Turned Cloud Strategy into reality** by devising roadmap and EPICs (initiatives) and personally directed three new initiatives for migrating 18 websites including re-platforming Sitecore to AWS cloud technologies, Security, Data migrations, Oracle CRM SaaS, SAP Ariba SaaS, mircoservices, middleware, Oracle ERP and 55 interfaces.
* **Strengthened expertise in technology innovation** by recruiting technologists specialising in cloud, RPA and automation.
* **Delivered UI for HR performance** management solution using .NET, Java technologies with a team of 5 DevOps.
* **Established executive steering committee** (Business Units CEO, CFO, HR VP, Directors) to drive governance and business outcomes.
* **Saved £150K for the company’s first online auction** and converted organization to fully digital after implementing SAP Ariba Cloud procurement solution and meeting tight 9-week schedule to bring enterprise sourcing capabilities online.
* **Acclaimed as sole recipient of company’s first IT award** for service excellence and earned SAP ARIBA award for successful go-live and adoption of SAP ARIBA.

⯈ Infosys 2015- 2015 (contract): **Engaged to helm** **complex, Oracle ERP transformation to improve productivity and performance of a Conglomerate client** with businesses in multiple industries, including manufacturing, retail, food, resources, energy, real estate, construction, and FMCG.

* Hastened design phase, strengthened PMO, and guided 70-person team to meet tight timeframes across concurrent multinational projects (e.g., automating processes to enable digital data management) while ensuring minimal business and manufacturing disruptions.

⯈ Viktor Davis 2014- 2015 (contract): **Resurrected high-profile MDM/e-government Programme for Abu Dhabi Digital Authority (ADDA)** after abrupt departure of PM predecessor and risk of client non-payment.

— Obtained customer acceptance and 100% payment during first 3 months of 7-month consulting engagement by optimizing PMO, budgets, teams, and client relationships. Reconfigured and delivered 5-year Data Management Programme Plan and associated implementation plan, including KPIs and balanced scorecards.

**Director, Programme Management & Smart Cities,** 2013 – 2014

**Ernst & Young (E&Y)**

Strategically expanded E&Y’s well-established audit practice by launching and leading a Programme management practice in Qatar from the ground up—from breaking new ground, to business development and pre-sales functions, to Programme delivery.

⯈ **Set foundation for practice to generate £5M in revenue per annum** by introducing new service offering to target smart cities (i.e., urban areas using various types of electronic Internet of Things/IoT sensors for data collection).

⯈ **Secured £1M–£5M contracts** by installing long sales cycle and cultivating trust-based relationships with regional government officials and C-level executives. Following contract win with utilities client, led PMO workstream, delivered gap analysis report, and recommended business solutions using EY framework and best practices.

**Programme Director,** 2011 – 2012

**Hewlett Packard (HP)**

Replaced underperforming PM to **course-correct derailed $150M transformation Programme for UBS Group AG.** Hired talented team, implemented best-practice Programme management and Agile Scrum software development; then optimised P&L, client relationships, and performance of 15 PMs and 250 staff.

⯈ **Personally directed the entire software development** while driving change and aligning US, Zurich, UK, and Singapore operations.

⯈ Defined automation scope, application and interfaces ecosystem and gained client buy into building new cloud product with full automation after marshalling on-time Programme delivery and gaining client buy-in for further enhancements and data migrations options. After discovering flaw in Programme contract that specified use of non-existent asset management tool, **secured UBS approval to implement the automation product—project requiring 40 technologists using Scrum Master, Product Owner, DevOps and agile Scrum team.**

**Programme Manager,** 2009 – 2010

**Zurich Insurance, NorthgateArinso**

Frequently sought out for multi-month consulting engagements to course-correct complex, often troubled projects with multiple stakeholders and/or severe outcomes for non-performance.

⯈ Zurich Insurance CSC Aug 2010- Dec 2010: **Positioned Zurich to avert significant penalties for noncompliance** after assuming reins of time-critical project and rallying 60 developers and offshore staff to accelerate completion of insurance systems, policies, and claims projects against aggressive deadlines.

⯈ NorthgateArinso Nov 2009- April 2010 (HRIS service provider): **Injected HR function with a seamless SaaS experience,** steering success of cloud-based technical and business transformation via SAP HCM SaaS solution.

**Programme Director,** 2007 – 2009

**Dubai World**

Headhunted by Dubai World (an investment company that manages a portfolio of businesses and projects for the Government of Dubai) for 2-year special engagement to **lead a first-of-its-kind digital transformation project for Dubai Customs**—critical initial step in transforming it into the **first 100% Smart Government Department.**

⯈ **Delivered first-phase projects to fully support transformation of Dubai Customs towards full automation (value $100M);** formed and staffed PMO office (15 PMOs and PMs, 100+ indirect reports) while juggling 20+ major, concurrent projects and navigating Oracle ERP/ enterprise Tax Solution implementation as critical priority on the wider VAT Programme scope of work.

— **Recognized by Dubai government** **with prestigious award** for outstanding performance.

**Earlier PM Successes: UK | Europe | Multinational**

**Boosted cost efficiencies for DHL** by setting up new global IT services in Prague. One of original start up team. Turned new concept and the world first for cloud into reality by implementing a new innovative cloud technology globally for 3 IT services centres (Prague, Arizona & Kuala Lampor). Delivered enterprise-wide ERP transformation Programme for **National Car Rental/Alamo** in half the expected time. **Rescued €60M global project for European Central Bank** (25+ banks across Europe, North America, and Japan).Launched **Opodo Ltd.** online cloud travel portal that **grew to #2 travel site in France** with **zero downtime since launch.** Recognized at **AT&T** as the **only UK Programme manager to deliver projects on time and on budget.**

Education & Certification

**Master of Business Administration (MBA) ▪** University of Reading, Henley Business School, Oxfordshire, UK

**Master of Science (MSc) Civil Engineering** **▪** City, University of London, UK

**Bachelor of Engineering (BEng) Civil Engineering (Honours) ▪** Hertfordshire University, Hertfordshire, UK

**MSP PRINCE 2** Certified Practitioner PM

Member, Association for Project Management

Technologies & Methodologies

**Technologies:** OCI**,** Oracle SOA, Microservices, SAP Ariba SaaS, Oracle ERP, Oracle Payroll, ServiceNow, AWS IaaS, Sitecore, JAVA, .Net, SQL, Sharepoint, ETL, OBIEE, Informatica, Cognos, Business Objects, MS Power BI, Qualtrics, Microsoft 365, Kofax, Oracle CX SaaS, Okta, Auth0.

**Methodologies:** Scaled Agile SAFe 5.0,SCRUM, PRINCE2 MSP, Software Agile Development, DevOps, Data Management Standard.