Kam Patel

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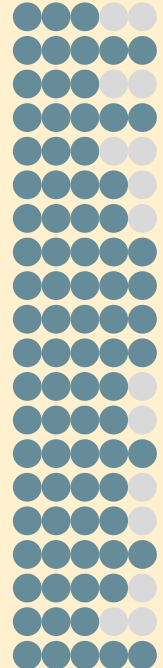
Work Experience

2018 - date

FINTECH / TECHNOLOGY ADVISOR FOR VENTURE CAPITALIST
NeueCapital Partners — New York / London
Accomplishments: Half a dozen Fintechs assessed (strategy & technology) for VC investment

2008 - date

PRINCIPAL PAYMENTS AND BANKING CONSULTANT
PAY-X — London, UK
Accomplishments: Several dozen client engagements in Banking and Payments arena

2018 - 2018

PRINCIPAL ARCHITECT / LEAD SOLUTIONS ARCHITECT - DIGITAL
E.ON UK — Nottingham, UK
Accomplishments: Over sixty projects from feasibility & quoting to end-to-end architectural designs & delivery

2017 - 2018

CO-FOUNDER & CHIEF TECHNOLOGY OFFICER - FINTECH START-UP
COGNI — New York, US
Accomplishments: Won place on Techstars and built Proof of Concept Bank for Gig Economy Customers

2016 - 2017

HEAD OF DEVOPS TRANSFORMATION - COMMERCIAL BANKING
HSBC — London, UK
Accomplishments: Driving Organisational Design and rewiring 2,300 global employees into PODS

2015 - 2016

HEAD OF BUSINESS MANAGEMENT AND ARCHITECTURE GOVERNANCE
HSBC Commercial Banking — London, UK
Accomplishments: Managing 65 architects globally and driving Governance & internet Operating Model

2014 - 2015

CHIEF ARCHITECT – CUSTOMER SERVICING & VALUE MANAGEMENT
HSBC Commercial Banking — London, UK
Accomplishments: Roadmaps and projects in E2E Sales Process – CRM, Onboarding and KYC

2014 - 2014

LEAD SOLUTIONS ARCHITECT – CUSTOMER RELATIONSHIP MANAGEMENT
HSBC Commercial Banking — London, UK
Accomplishments: Staff facing digital projects and CRM global deployment driving growth

2013 - 2014

SENIOR PAYMENTS SOLUTIONS ARCHITECT – GLOBAL AML
Lloyds Banking Group — London, UK
Accomplishments: Architecting best in class global anti-money laundering capability including CDD

2011 - 2013

SENIOR PAYMENTS SOLUTIONS ARCHITECT – PROJECT VERDE
Lloyds Banking Group — London, UK
Accomplishments: Delivering ten payments E2E architecture solutions for divested TSB

2010 - 2011

PORTFOLIO LEAD SOLUTIONS ARCHITECT
BARCLAYCARD — Northampton, UK
Accomplishments: Delivering key projects and five-year roadmap in Commercial Card Portfolio

2010 - 2010

MDM / BIG DATA SOLUTIONS ARCHITECT
Scottish Widows — Edinburgh, Scotland
Accomplishments: Delivering integrated CDI platform for consolidating and cleansing data for single truth
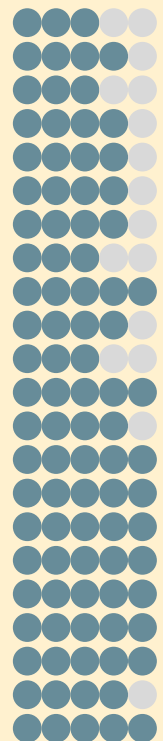
Hard Skills

PROFESSIONAL EXPERIENCE

- Applications
- Architecture
- Big Data
- Consultancy
- Design
- Development
- Entrepreneurial
- Exec Management
- FinTech
- HR Solutions
- Integration
- Internet
- Journalism
- Management
- Marketing
- Operations
- Regulatory
- Sales
- Security
- Transformation

Soft Skills

PROFESSIONAL ATTRIBUTES

- Adaptability
- Analysis & Problem-Solving
- Applied Creativity
- Building Trust
- Business Acumen
- Change Management
- Customer Orientation
- Decisiveness
- Developing others
- Influence
- Judgment
- Leadership
- Listening & Responding
- Motivation
- Organisational Awareness
- Personal Drive
- Relationship Building
- Strategic thinking
- Team Building
- Technological Awareness
- Visioning
- Working With Others

Work Experience

2009 - 2010

BUSINESS TRANSFORMATION SOLUTIONS ARCHITECT
Scottish Widows · Edinburgh, Scotland
Accomplishments: Several projects including Natural Language Interactive Voice Recognition solution

2009 - 2010

LEAD TRANSFORMATION ARCHITECT / PROJECT MANAGER
Capital One · Nottingham, UK
Accomplishments: Accountability for transformational streamlining saves of $24.7m from the bottom line

2008 - 2008

SENIOR SOLUTIONS ARCHITECT / PROJECT MANAGER
Capital One · Nottingham, UK
Accomplishments: Delivering E2E architecture to outsource UK Call Centre to Philippines

2007 - 2007

LEAD NEXT GEN NETWORKS VOICE ARCHITECT / CONSULTANT
British Telecom Prof Services · Singapore, Asia
Accomplishments: Delivery of tendered voice and NGN services offered by BT to third parties

2005 - 2007

21 CENTURY / NEXT GENERATION NETWORK ARCHITECT
British Telecom Wholesale · Martlesham, UK
Accomplishments: Delivery of detailed design of voice and NGN services and components for 21C

2004 -

FOUNDER & CHIEF EXECUTIVE OFFICER
Voipsters Ltd · Leicester, UK
Accomplishments: Delivery of working Calling Card platform to deliver IP minutes to wholesale customers

2004 - 2004

HEAD OF VOICE OVER INTERNET PROTOCOL (VOIP) SERVICES
Bulldog Broadband (C&W) · London, UK
Accomplishments: Delivery of architecture and product marketing for VOIP services over broadband

2003 - 2004

HEAD OF SALES, RURAL BROADBAND & VOIP SERVICES
Pipemedia Ltd · Leicester, UK
Accomplishments: Producing solution-based sales with complex value propositions incl. rural market

2003 - 2003

PART-TIME LECTURER, ICT, COMPUTING AND NETWORKING
Leicester College · Leicester, UK
Accomplishments: Inspired teens to go to get results to get into university – and one to go on to teach

2002 - 2003

CONSULTANT STRATEGIC MARKETING AND SALES
Vodafone Multimedia · Newbury, UK
Accomplishments: Developed multimedia applications and services for Vodafone LIVE 3G

2001 - 2002

MANAGING DIRECTOR & VICE PRESIDENT SALES, EMEA
Fine Point Technologies · Leicester, UK
Accomplishments: Exceeded goal of set up Euro Office within year's remit & established Fine Point in Europe

1998 - 2000

VICE PRESIDENT, HOSTED SOLUTIONS, EMEA
Nortel Networks · Maidenhead, UK
Accomplishments: Ran a 160-man team in 4 locations driving $250m of cross sell revenue

PROFESSIONAL ATTRIBUTES

Inquire: Ability to solve specific problems. Getting to the core of the problem and soliciting requirements as the first step in addressing any given set of requirements.

Integrate: Act as a bridge between a given project or solution and how that project fits into the broader context. Integrating the solution for the particular project with the business domain, enterprise concerns, industry standards, established patterns, and best practices.

Analyse: Analyse collected information, answering three architectural questions

- What are the key elements of the problem or solution?
- What are the relationships between them?
- How do they combine together to provide value higher up?

Conceptualise: Once the overall, integrated solution is framed, the ability to create a conceptual vision of the solution.

Abstract: Communicate the key details to many audiences, through the use of architectural viewpoints, such as business, information, application, and technology perspectives.

Visualize: The ability to represent architectural models and drawings at each level of abstraction including the creation of visual renditions of the different abstractions and viewpoints.

Formalize: Documentation that is specific enough to unambiguously communicate the details to whomever is going to implement the architecture.

Communicate: After establishing and formalising the solution, communicating that solution as well as its importance and value to stakeholders throughout the organization.

Enable: Even the best designed, formalized, and communicated architecture may not be successful. Using architecture should make the design teams job easier, if it does they will use it. If it adds extra steps and work, without adding extra value, it will be ignored.

Work Experience

1998 - 1998	**DIRECTOR OF STRATEGIC MARKETING, EMEA**
	FirstMark Communications — London, UK
	Accomplishments: Definition of implementation of several products incl. Storage Services and IP VPNs
1998 - 2000	**SENIOR INTERNET BUSINESS SOLUTION MANAGER**
	Nortel Networks — Maidenhead, UK
	Accomplishments: Launched 1Mb Modem – 1st ever DSL technology in Europe on twisted copper pair
1997 - 1998	**WEB TECHNOLOGY MANAGER, GLOBAL INTERNET SOLUTIONS**
	Nortel Networks — New Southgate, UK
	Accomplishments: Ran team which implemented 75 web projects in 11 months with 15-man team ($2.1m)
1996 - 1997	**INTERNET MANAGER / DEVELOPER / DESIGNER / ANALYST**
	Leicester Mercury Services — Leicester, UK
	Accomplishments: First Newspaper online before print – First European Gateway – Fish4 website
1991 - 1996	**DEPUTY SUPERVISOR APPLE MAC EDITORIAL DESIGN / SUB-EDITOR**
	Leicester Mercury Newspaper — Leicester, UK
	Accomplishments: Wrote headline: WE'RE AT WAR at start of Falklands Conflict. Games Editor (8 years)
1991 - 1991	**SUPPLEMENT SUB-EDITOR & MAGAZINE DESIGN / LAYOUT ARTIST**
	CAD User Magazine — Beckenham, UK
	Accomplishments: Designed / wrote supplement for conference leading to subeditor role on tech mag
1990 - 1991	**JUNIOR FOREIGN EXCHANGE DEALER - CABLE**
	Banco Di Roma — London, UK
	Accomplishments: Corporate trading in futures FX (mainly Cable – Dollar Sterling) using arbitrage
1989 - 1989	**FREELANCE JOURNALIST AND DESIGN LAYOUT ARTIST**
	Time Out Publications — London, UK
	Accomplishments: Wrote sections in Time Out Guide to London and Filofax guides to New York and others
Pre 1989	**OTHER PART-TIME WORK EXPERIENCES**
	Roles included:
	Camp Counsellor, Freelance Programmer, Tutor, Playscheme Leader, Goods Receiver, Frozen Food Packer, Library Assistant, Potato Peeler and Cocktail Barman

Education

EXEC MASTERS IN BUSINESS ADMINISTRATION (MBA2)
De Montfort University
Leicester, UK — 2002 - 2003

EXEC MASTERS IN BUSINESS ADMINISTRATION (MBA1)
Nottingham Business School
Nottingham, UK — 2001 - 2002

B.SC. COMPUTER SCIENCE
City University (Incomplete)
London, UK — 1987 - 1989

A-LEVELS (PURE MATHS, COMPUTER SCIENCE & ECONOMICS)
QE I Sixth Form College
Leicester, UK — 1985 – 1987

O-LEVELS (ASSORTED)
Rushey Mead Secondary School
Leicester, UK — 1980 - 1985

Languages

German
Gujarati
Hindi

Speaking Events

IP 06 (London)
Building Your Own Brand of VoIP
17 - 18 Oct 2006

BICSI Winter Conference (Florida)
Fibre Optic Trends in the Local Area Network
13 – 16 Jan 2003

xDSL Summit (Nice)
Reducing the Costs of Deployment For xDSL
1 - 4 Jul 2002

xDSL Summit (Nice)
Chairman: Video Over DSL
1 - 4 Jul 2002

xDSL Summit (Nice)
Making Money from Video Over DSL Services
1 - 4 Jul 2002

MforMobile 2001 (Stockholm)
Roaming & VPNs – ensuring services are available globally
22 - 23 Nov 2001

Managed Solutions (London)
Utilising Partnerships to generate revenue from CDN's
7 Jun 2001

Referees

2017 - 2018

PIERRE F. SUHRCKE
COGNI
Chairman and Lead Advisor

2014 - 2017

ROY RICHARDSON
HSBC Commercial Banking
Global Head of Architecture, Commercial Banking

2011 - 2014

SANDRA CACKETT
Lloyds Banking Group
Lead Solutions Architect, Payments Division

2010 - 2011

ROBERT STEEL
BARCLAYCARD
Lead Technology Partner

2010 -

RAJ MODHA
Barclays Group
Former Agile Programme Manager, Global Payments

2009 - 2010

STEPHEN NEWBERRY
Scottish Widows
Senior Programme Manager

2008 - 2009

JONATHAN SILVESTER
Capital One
Head of Architecture, EMEA

2005 - 2007

PASQUALE GENCO
BRITISH TELECOM
Senior IT Manager

2001 - 2002

LARRY POSNER
Fine Point Technologies
Former SVP Global Sales

1998 - 2001

CHRIS TOLMIE
Nortel Networks
Director of Marketing, EMEA

1997 - 1998

TONY SCOTT
Nortel Networks
Director of IT

1991 - 1997

MARK CLAYTON
Leicester Mercury Newspapers
Chief Features Editor

Speaking Events

ASP Summit 2001 (Rome)
Panel Session: ASP Service Integration
6 - 8 Mar 2001

ASP Summit 2001 (Rome)
Chairman for morning session (7th March)
6 - 8 Mar 2001

Colo & Hosting Summit (Rome)
Utilising Storage Area Networks
5 Mar 2001

IP Global Summit 2001 (London)
NextGen architecture: Delivering IP services
26 – 28 Feb 2001

GSM Congress (Cannes)
Stream: 20 – 23 Feb 2001
Content: ASP in a Wireless World

Swedish ASP Summit (Stockholm)
What is the future ASP business model?
25 - 26 Jan 2001

Systems 2000 (Munich)
Web Design and Hosting in Telecoms
6 - 10 Nov 2000

IP Global Summit 2000 (Rome)
Tariffing strategy in line with ASP value chain
22 - 23 May 2000

Tel eCommerce 2000 (Geneva)
How Telco's take get full potential Of eBusiness
10 - 13 Apr 2000

Inform 2000 (Las Vegas)
E-Business Applications for the ASP of Future
3-7 Apr 2000

ISP 2000 (Amsterdam)
Simple hosting to full App enabled services
14-16 Mar 2000

CeBit 2000 (Hanover)
grASPing the ASP market
24 Feb 2000

ISPCON 2000 (London)
Workshop: Opportunities in Application Services
15 - 17 Feb 2000

ASP @ The Net (London)
ASP 'Food Chain' & App Hosting Environments
22 - 23 Nov 1999

ASP 99 (London)
Understand network enablers ASP implications
30 Sept 1999

ASP Summit 2000 (London)
Workshop: 'Hosting End-to End Integrated Solutions'
27 - 31 Mar 1999