

Expert Evidence

36 Old Park Avenue, London SW12 8RH

Tel: 020 7884 1000

Email: enquiries@expert-evidence.com



Mr STEPHEN TAYLOR

Expert Evidence, 36 Old Park Avenue, London, SW12 8RH

Tel: +44 20 7884 1000 or Mob: +44 7967 688680

stephen.taylor@expert-evidence.com (Email)

An experienced IT professional with a wide range of skills including business development, systems design, analysis, project and programme management, account management, customer service and support.

Acquired exclusively within the regulated markets, has supplied a range of banks (commercial, investment, private & retail), securities firms, investment managers & hedge funds.

Has direct, hands-on knowledge of establishing, growing and selling a cloud-service based “fintech” to a multi-national Plc.

Detailed knowledge of order management, execution, clearing, settlement and custody processes and procedures, together with a wide range of tradeable instruments – equities, fixed income, and structured products.



Career History

ExD Limited Director 2017-

Providing business development, marketing and sales management services to “fintechs” supplying regulated firms in financial markets. See www.exdiv.co.uk

Director

Crealogix MBA Ltd. (formerly MBA Systems Ltd) Director 2015-17

Involved in the establishment and promotion of Crealogix AG's mobile banking applications in the UK market. See: www.crealogix.com/uk/en/group/contact/

Director

MBA Systems Ltd. Director 1999- 2015

Helped turn a loss making software company into a profitable, cash-generative business, with high levels of recurring revenue.

Specified and sold financial trading systems, on a managed service basis, to a wide cross section of banks, securities houses & wealth managers.

Personally established institutional business with a number of US, UK & European investment banks.



Achieved numerous large system sales to world-leading interdealer brokers (IDBs) and other such institutional securities houses.

Won business and managed relationships at highest level with leading UK wealth managers.

Personally won and managed the account of a large British "full service" bank.

Created and mentored a small team of high quality sales and marketing personnel.

Milvus Software Ltd. (Now Microgen Plc) Commercial Director. 1992-1999

Overhauled a £1m loss-making software house into a £7m business & attained +£1m pbt.

Achieved sales of multi-currency investment management systems to banks such as: Abbey National, Barclays, Bank of Bermuda, Kleinwort Benson, Lloyds, Royal Bank of Canada & Schroders.

Personally led the successful sale to Fortis Bank, valued at £3.8m, the largest order in company's 20 year history.

Managed a customer service department providing software support to financial institutions across 6 time zones.

See www.microgenfs.com/

**Bishopsgate Systems Limited Sales and Marketing Director 1986-1992
(Part of Alphameric Plc)**

Responsible for the sale of the company's digital dealing room systems to international organisations in London, USA and Japan, including BNZ, Bank of Boston, Baring Securities, Banque Indo-Suez, BZW, Kleinwort Benson, HSBC, Jardens and Prudential Portfolio Managers.

Early Career

Alphameric Ltd and Alphameric Plc 1980-1986

Hyster Europe Ltd. 1979-1980

Education

Aston University 1975-1980

B.Sc. (Hons) Economics

De la Salle College, Jersey 1967-1979

Effective Communication	Dale Carnegie
Joining the Board	Surrey C.C.
Introduction to Japanese	College of F.E.
Senior Management Skills	BIM
The Japanese Opportunity	KPMG
Finance for the non-financial manager	BIM
Introduction to Derivatives	Financial Training Co.
Strategy for Directors	Ashridge Management Centre

Languages: French (a little), Japanese (moribund); Assembler 8086, Microsoft literate.

Professional: Member of Securities Industry Management Association & Wealth Management Association.