

Glen MEHN, BA, MBA

e-mail: glen.mehn@oba.co.uk | tel: +44(0)7942 675 755 | skype: glenmehn

Summary

- Bright, articulate, international Oxford MBA with significant product development & operations management experience seeking a new challenge
 - Analytical problem solver with fifteen years in start-ups focussed on Product Management, ICT development and operations, including a year of management consulting with entrepreneurs in Africa
 - Skilled in cross-functional leadership and management; thrives on finding elegant, creative solutions to problems such as turning ideas into products and services
-

Skillset Includes

Cross-functional Consulting & Implementation | Product Development and Management | Change Management | Financial Modelling | Business Plans | Operations Strategy & Implementation | ICT Strategy

Work Experience

- 2001-** **Boot Partners (Consultancy & incubator, privately held)**
London, UK & Silicon Valley, USA
Start-up Consultant (London, Zambia, Zimbabwe, Uganda), 2009-
Associate Consultant (Silicon Valley, USA), 2001-2007
- Restructured a USD\$2million/year seed firm, preparing it for a USD\$700,000 investment
 - Built operations/management frameworks for Mobile Transactions Zambia Ltd (MTZL)
 - Wrote business plan, advised on fundraising and incubation business model for African Enterprise Partners, a social venture consulting & deal flow company in Zambia
 - Advised Aros Capital on the structure and investment strategy for their Altruistic fund
 - Brought MiaVia spam filter appliance from idea through proof of concept to market
 - Created IT strategy for and launched MyVest automated managed accounts system
- 2009-** **Appfrica (Software incubator, privately held)**
Kampala, Uganda
Non-Executive Director
- Sourced funding, advised on corporate & innovation strategy, represented at conferences
- 2008-2009** **MBAs Without Borders (Entrepreneur development, privately held)**
Kampala, Uganda
Entrepreneurship Consultant/Interim Executive
- Interim/turnaround executive for Ugastove, a 40 person manufacturer of efficient stoves
 - Reduced manufacturing losses by 85% with new record-keeping processes
 - Doubled sales in six months with a new marketing & sales strategy
 - Ensured successful carbon project validation & verification via financial management
- Jun-Aug** **Man Group, PLC (Alternative investments, LSE/FTSE50)**
2008 **London, UK**
Management Consultant (MBA Internship)
- Created a strategy to re-launch the Intranet to drive internal communication
 - Advised on specific ways to use bonuses to increase collaboration
 - Restructured employee induction process to communicate company culture and strategy
 - Planned the shift from an email-only culture to a face-first/phone-second/email-last culture
- 2005-2007** **Perlegen Sciences (Genotyping and personalized medicine, privately held)**
Silicon Valley, USA
Internal Operations Consultant
- Managed team of eight who built a USD\$12million high-availability 100 node data centre
 - Saved USD\$4million in capital expenditure (on a USD\$2million operating budget) by expanding data centre capacity while reducing power usage by 30%
 - Designed network security strategy and tactical plan ahead of Sarbanes-Oxley requirements (USA legislative standards for all public companies)
- 2004-2005** **LookSmart, Ltd (Online advertising, NYSE)**

San Francisco, USA

Production Operations Lead

- Managed team of ten production operations staff to run a 6,500 node data centre
- Led technical Sarbanes-Oxley compliance in information security and systems audit
- Saved over USD\$400K/year by migrating acquired BI mainframe system to 250 node cluster, thus increasing ad serving efficiency and shrinking working capital requirements
- Saved USD\$1.3million by avoiding capital expenditure with virtual IP addressing system

1999-2004 SquareTrade, Inc. (Online dispute resolution, privately held)

San Francisco, USA

Head of IT, 2002-2004

Systems Administrator, 1999-2002

- Managed team of eight and a USD\$500K budget, including ops, developers, and QA lab
- Created innovative, secure partner integration and offline/batch processing API
- Introduced OSS/Agile methodology to replace waterfall/traditional development methods
- Implemented data centre change without downtime, resulting in a USD\$150,000 annualized operational cost savings (on USD\$1.2million in revenue)
- Managed all IT and Operations infrastructure during growth of company from 3 to 90

1998-1999 TriStrata (Secure document handling, privately held)

Silicon Valley, USA

Systems Administrator

- Managed all internal systems and development infrastructure, including mail and web

1992-1998 The Space Between (Multi/interdisciplinary arts production non-profit)

New Orleans, USA

Designer, Producer, Director

- Created and produced quarterly, sold-out, multidisciplinary performances in New Orleans
- Managed teams of twenty including carpenters, designers, and electricians

Education and Qualifications

2007-2008 Pembroke College, University of Oxford, UK – MBA in Strategy and Entrepreneurship

1997-1998 Dell'Arte International School of Physical Theatre, USA – Postgraduate Certificate in Theatre

1991-1997 University of New Orleans, USA – BA in English, Design, Sociology

Achievements

| | |
|--------------------------|--|
| Leadership | Led Oxford team to finals at UCLA Global Leadership Competition Managed Burning Man (http://www.burningman.com/) tech team of 20 for three years Drove strategy and creation of Managed 50 person Burning Man camp for five years |
| Sustainability | Founder & Co-chair of Oxford Summit on Business and the Environment Won 2007 Idea Idol business plan competition: <i>Heat=Energy: Data Centre Sustainability</i> |
| Social Enterprise | Communications Director, Oxford Business Network on Social Entrepreneurship Inaugural team leader, Oxford Volunteer Consulting Club Worked on & launched Burning Man Extranet to manage 4000 global volunteers Registered coach on BiDNetwork (mentoring developing world entrepreneurs) Volunteered in Moravian homeless shelter overnight once a week for a year |
| Publications | "Strategic use of Internet-Based Social Lending for Small Enterprises" IBIMA, (2008) "Incubation as a Model for Development Entrepreneurship" Africa Gathering, (2009) |

Additional Information

Nationality USA/Unrestricted eligibility to work in the UK (Tier 1/General)

Languages English (native speaker), Spanish (conversant)

Personal Interests

Sport Road cyclist: 3rd place in HEC MBAT team for Oxford/Saïd Business School, Rowed in Pembroke M-III, Yoga practitioner (Vinyasa, Ashtanga, Iyengar)

Food and Wine Pembroke College, Oxford MCR Sommelier, 2007-2008