

## **Toby Mills**

☎ -----, Dubai

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### **Technical Director**

As Technical Director of Scotland's largest full service online agency, Equator, I have been responsible for expanding its technical capabilities and systems capacity as well as helping to establish and maintain Equator's dominance in online industry throughout the UK.

I am a proactive, intelligent technical leader with over 10 year's online experience within a variety of industries. I have extensive experience in planning, developing and managing a wide range of online applications within a range of industries including Leisure, Manufacturing, Communications, Financial and the Public sector.

I consider myself to be an energetic and dynamic, skilled problem solver who relishes a challenge and opportunities to assist others. As a team leader I have demonstrated diplomacy, an empathetic approach and a genuine desire to assist and improve. I am also an innovative developer with extensive experience of creating and maintaining a vast range of online applications and IT infrastructures.

### **KEY SKILLS**

- Management / Administration
  - Department manager who grew and restructured a team from 4 to 14 developers.
  - Evaluating, creating and presenting proposals for a range of online projects to existing and potential clients.
  - Planning, evaluating and implementing both short and long term projects varying in scale.
  - Responsible for allocating and prioritising workflow and resources to maximise efficiency and effectiveness for the company and its clients.
  - Dealing with constantly changing requirements and resources helping to plan work on a short term and long term basis.
  - Created and implemented the company's IT strategy and evaluating its growing needs.
  - Meeting, evaluating and negotiating with suppliers and contractors.
  
- Communication
  - Communicating and liaising with other departments to evaluate and priorities client work.
  - Interacting with clients to gather requirements and ensure goals and expectations are met.
  - Organising, planning and attending both departmental and senior management meetings.
  - Negotiating and communicating with suppliers for the company and on behalf of clients

## CAREER HISTORY

### **Equator – Technical Director**

**April 05 – June 08**

Over 3 years I helped grow the company from 20 employees to over 50. This included expanding the technical team from 4 to 15 employees and ensuring the company's IT strategy kept pace with its growing requirements.

Reporting directly to the Managing Director my responsibilities included:

- Managing and supporting the Technical development team and assisting with production,
- Evaluating and responding to client proposals,
- Communicating with clients and gathering requirements,
- Acquiring and maintaining a high quality of production,
- Negotiating with suppliers and contractors,
- Managing the company's growing IT requirements,
- Interacting with Client services, Design teams and Operations to ensure delivery of projects on-time and within budget.

Clients included: Virgin.Net, Scottish & Southern Energy, Edwards Vacuum, Ramada Jarvis Hotels, De Vere Group, Haven Holidays, HTC, Easy Group, Visit Scotland, Highland Spring, Dunfermline Building Society, Newcastle Science City, AMF Bowling. More detailed information and case studies can be seen at [www.tobymills.com/blog](http://www.tobymills.com/blog)

### **SOPRA – Senior Programmer**

**Mar 04 – April 05**

As a senior programmer I worked with the following clients:

[Edinburgh Business School](#) – Prospectus & Course Order Forms

[West Lothian Council](#) – [Business Portal](#)

[Scottish Executive](#) – [Electronic Service Delivery Website for Public Service Providers](#).

[Scottish Executive](#) – [Electronic Service Delivery Website](#).

### **Kent Institute of Art & Design (KIAD) – Developer**

**Summer 02 – Mar 04**

### **Workswell.net – IT Manager & Developer**

**2000 – 2003**

### **Nation Association of Mortgage Brokers & Advisors – Web Developer**

**1998 – 2001**

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## EDUCATION

BSc (Hons.) 1<sup>st</sup> Class [Multimedia Technology & Design](#) – 2003 from University of Kent, England.

Advanced SiteCatalyst User – 2006 from Omniture.

Intermediate Spanish – 2000 from Picasso Spanish School, Malaga, Spain.

## Personal Interests

Avid interest in the new & developing technology of today and tomorrow. Frequently experiment with new software packages and programs as well as developing my own. Keen follower of current affairs, football & rugby. I'm a very social person who likes to organise and attend social gatherings with friends and colleagues.