

JOOST RUST

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OBJECTIVE

Business Learning Development Manager position contributing to the growth of a learning department seeking manager possessing the unique combination of excellent operational leadership, proven learning track record, sales talent and technology know-how.

SUMMARY

Sales- and strategic oriented consultant with nearly 10 years of international consulting experience at Fortune 500 companies, eager to continue excelling in learning development, project management and business consulting.

Core competencies: selling learning software solutions, leading complex international projects on time on budget, chairing requirements analysis/design workshops, training design and delivery, bridging business and information technology, designing enterprise information technology solutions. Structured, analytical personality, outgoing and communicative; easy in establishing contacts.

ACHIEVEMENTS AND SKILLS

Business

- Sold € 150k+ deals and 15+ projects in € 20k – 100k range
- Delivered 25+ projects successfully on time, on budget worldwide
- Co-founded consulting company employing 10 consultants, acquiring customers like Shell, The FA, Nokia, Lloyds TSB, Alcatel, British Telecom, B&Q, Petronas, etc.
- Won tender bids in response of RFPs of Fortune 500 companies.
- Experienced in RFI/RFP response, cost analysis, pre-sales solution design, solution presentation, statement-of-work creation, and contract management.

Technology

- Designed and delivered complex enterprise application integration solutions involving 3+ technology vendors and off-shore teams
- Managed and executed all stages of software development and implementation, including requirements analysis, functional/technical design, development, unit-/integration-

Learning

- /regression-/acceptance- testing, stress-/performance testing, change management, training, operational support, etc.
- Up-to-date technology knowledge of web services, XML, .NET, Oracle Database, MS SQL Server, Informatica PowerCenter, data warehousing, etc.
- Responsible for 2+ major Learning Management Implementations on budget on time for The FA and Nokia
- Senior advisor for LMS implementations at Lloyds TSB for 3+ years advising customer and 3+ external vendors in strategic decisions
- Delivered 50+ training sessions in various learning areas like LMS Administration, Content Development and country software deployment all around the world like U.S.A, Australia, U.K., Singapore, Finland, India and Malaysia.
- Project managed various online course creation projects for customers like KIA Motors with 2+ technology teams and offshore teams from India.

PROFESSIONAL EXPERIENCE

06/2004 – Now

Scientafix – Managing Consultant (Founding Father)

Consulting Industry, 10 employees, Netherlands

- Achieved continuous annual 85+% billability for 9 consultants
- Sold € 150k+ deals and 15+ projects in € 20k – 100k range
- Coached employees and project team members
- Developed company to significant player in European expert learning solutions market
- Maintained near full-time client engagement during the above activities

06/2007 – 03/2011

Nokia – Project- and Development Manager

Telecom Industry, 130,000 employees, Finland

- Led 10+ complex international projects
- Supported LMS deployment to 35+ countries
- Directed, trained and coached off-shore teams executing development and support for Nokia worldwide like Melbourne, Singapore, Helsinki and Chennai
- Conducted release management
- Designed complex user integration solutions
- Chaired 15+ workshops in different countries for requirements analysis, design, training purposes
- Led the 2nd and 3rd line technical support for various Nokia implementations.

08/2005 – 03/2009

The FA – Project Manager and Technical Consultant

Sports Industry, 5,700+ Football projects, England

- Chaired 25+ workshops for requirements analysis, design and training purposes
- Acted in several roles at customer ranging from senior consultant, concept designer, support engineer, trainer, sales representative to project manager.
- Designed multiple domain concept for LMS tool and managed deployment to 40+ counties around England.
- Conducted release management

06/2005 – 03/2011

Lloyds TSB – Concept Development and Learning Specialist

Financial Industry, 200,000+ employees, United Kingdom

- Chaired 5+ workshops for deployment of enterprise learning reporting solution, online course development and LMS Administration
- Advised Lloyds TSB on rapid Learning Management System deployment
- Acted as technical bridge with the off shore development vendor and key-users for requirement analysis

8/2004 – 03/2011

Various – Learning Specialist Instructor

Various companies worldwide such as:

- Petronas, Malaysia
- Nokia, Finland, India, Singapore, China Australia

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- Gambro, U.S.A.
 - Kia Motors, U.S.A.
 - The Football Association, United Kingdom
 - Lloyds TSB, United Kingdom
 - Ministry of Defence, United Kingdom

12/2000 – 06/2004

Truston – Technical and Functional Consultant and Trainer

Consulting Industry, 100 employees, Netherlands

- Acted in several roles at clients ranging from consultant, trainer, support engineer to sales representative.
- Gained profound understanding of software sales, development, testing and maintenance through execution of projects in the areas of (pre)sales, programming, testing, performance tuning, documentation, support, etc.

01/1998 – 07/2001

Education – Schoolteacher in Special Education

Education, Netherlands

- Acted as a professional schoolteacher for children with special educational needs and refugees.

EDUCATION

2001-2011

Information Technology

Various courses and certifications

- Database: SQL/PL SQL, Business Objects
- Programming: .NET, Java, C, Perl
- Learning: SumTotal, Docent, Saba, Aspen, iLearning

2007-2011

Project Management

Various Courses and methods:

- Project Management in IT
- Getting Things Done

08/1994 – 07/ 1998

Hogeschool Domstad

Education, Netherlands

- Thesis: After school educational activities
- Specialism: 10-12 years

LANGUAGE SKILLS

- Dutch (Native)
- English (Fluent)
- French (Basic)
- German (Basic)

ADDITIONAL INFORMATION

Cofounder of Easy e-Sales. A Dutch company exploiting e-commerce projects as joint solutions to wholesale companies varying from earplugs to tyres and catering to rehabilitation products. With a unique approach to our projects increased the revenue from 2008 to 2010 varying between 100% - 300%.

Owner of Juiced Webdesign. Acting as project manager and technical consultant implementing web solutions like Content Management Systems and e-Commerce solutions for small business.