

David Murray

Business Innovator, Start-Up Builder, Fund-Raiser - Dublin, Ireland

W: <http://www.worky.com/david-murray4>

Internationally experienced CEO, Founder, Investor and Inventor, David has a passion for 'fast-forwarding' companies and leveraging his global relationships in F500 firms in energy, chemicals, hi-tech, financials, media, healthcare. A strategic thinker who helps create 'disruptive innovation'.

David holds a business degree from Dublin City University with executive education from Harvard, Wharton, Columbia, INSEAD and IMD. Appointed to the DCU Business School Board, he has advised European & North American start-ups, UK and Irish State-backed firms, published in academic journals, and inventor with a global patent in recycling.

David Murray's Professional Experience

2006 - Present

Argento Partners - CEO

Argento Partners is a Business Accelerator & Investment partner helping clients:

- Reposition their proposition to gain recognition, sales or funding
- Expand sales into new markets, client reference wins
- Increase value via marketing, sales, distribution partners
- Raise finance to execute client plans

After rigorous viability assessment, we identify key breakthrough issues that could enable a client succeed globally. Then we work intensively to make it happen. We only work with a small number of clients usually over an extended time, to accelerate growth, funding or exit options. We work as consultants, promoters, or take executive roles as needed.

Client Sectors include:

IT - Software, Mobile, Consumer Devices
Internet - Digital Media, SEO, Online Publishing, eCommerce
Energy - Clean-tech, Energy Conservation, Distribution

Industry Sectors include:

Digital Media, eCommerce, Healthcare, Utilities, Telecommunications, Facilities, Engineering, Energy

Key Skills

big data, Business Development, digital, ecommerce, funding, internet, Investment Management, Management, Marketing, pricing, sales, software sales, start-ups, strategy, Venture Capital

2008 - 2010

OWJO - CEO, Founder

CEO & Founder of OWJO developing it as a next-generation commerce platform. Got single merchant status from Elavon for ubiquitous 'social commerce'.

Established OWJO corporate structures, advisory board, IPR, funding, investment process, market assessments, sales & marketing, digital, brand, promotion, 'go-to-market' & team. Created and executed OWJO business plan, revenue model and strategic alliances in music, media, eCommerce - Warner Music, Universal, EMI, Bebo, Fanbridge, Yahoo! www.owjo.com

Key Skills

digital, ecommerce, Investors, Management, Marketing, Online Exchange, Partnerships, Patents, pricing, sales, start-ups

2005 - 2009

Dublin Institute of Technology - Advisor

Course Advisor and mentor to Ireland's top Sales & Overseas Business Development program, "International Selling Programme", (run by Enterprise Ireland, Dublin Institute of Technology), with clients in Software, Communications, Telecoms, Manufacturing, Packaging, Cleantech, and

Process industries. www.dit.ie

Key Skills Business Development, Marketing, New Market Entry, pricing, Proposition, sales, software sales, start-ups, strategy

2006 - 2007 **3R Consulting - Partner**

Consultancy for Technology, Manufacturing and Services. Focused on Strategy, Proposition, Market Launch, Sales Execution, Channel, New Business Development, www.3r.ie

Key Skills Business Development, Marketing, pricing, Proposition, sales, strategy

2002 - 2006 **Broadstone Capital Group - CEO**

Board appointed, Investment Management group, oversaw business development, software sales, Asset growth to €300 million, M&A, Partnered with Goldman Sachs, Lehman Brothers, Bank of Ireland, Dolmen, Irish Life, Deutsche Bank. Business later acquired in 2006, www.harvestfunds.ie, www.rhiconccy.com

Key Skills Business Development, commodities, Hedging, Investment Management, Investors, Management, software sales

2001 - 2002 **Kadius Systems - CEO**

VC appointed, sold systems to Gateway, Bell Micro, Smartforce, Ideal Hardware, Stepstone, JobFinder, Irish Times, Welfare.ie, Health Boards, Enterprise Ireland, County Councils. Alliances with BEA, IONA, Sun, IBM, PwC, T-Mobile, later acquired, www.bigpicturesoft.com

Key Skills big data, Content Management, internet, Investors, Management, Partnerships, pricing, sales, software sales

2000 - 2001 **BeansforBusiness.com - CEO, Founder**

Founded Online Java Developer web portal. Supported by BEA, IONA, IBM, Sun Microsystems, Persistence and 40 software providers. Acquired by Irish solutions firm, Orbism, www.orbism.com

Key Skills commodities, ecommerce, internet, Investors, Java, java developer, Management, Online Exchange, pricing, sales, start-ups

1997 - 2000 **Shell Chemicals - Global Marketing Manager**

Global Customer Fulfilment for 14 product units, 20,000 staff, €20 Billion sales. Created strategic alliances, Procter & Gamble, ICI, Coca-Cola, Danone, Nestle, ASDA, Wal-Mart, Carrefour, PPG. Business Lead, MIS, eCommerce, Recruitment. Partnered with Ariba, CommerceOne, www.shellchemicals.com, www.ariba.com

Key Skills commodities, ecommerce, Management, Marketing, MIS, Online Exchange, Packaging, Patents, Proposition, recruitment, sales, strategy

1995 - 1997 **Shell Chemicals - European Sales & Marketing Manager**

European Sales, Marketing, for 17 countries, 8,700 customers. Created single Customer Fulfilment operation. Business Lead, Internet, eCommerce, MIS. Clients, Bayer, BASF, Hoechst, Dow, PPG, Akzo, Bridgestone, Saint Gobain, PSA, Glaxo, www.shellchemicals.com

Key Skills commodities, ecommerce, internet, Management, Marketing, MIS, sales, Salesforce, SAP

1994 - 1995 **Shell Chemicals - Deputy CEO Ireland**

Continued strong expansion with new Cork storage depot and integrated NI operations. Massive Pharma & Chemical growth, ranked Shell's No.1 performing business unit worldwide 1992-95.

Key Skills commodities, logistics, Management, pricing, sales

1990 - 1994 **Shell Chemicals - Sales Manager Ireland**

Refocus on Hi-Tech, Pharma, Industrials. Clients, 3M, DuPont, Henkel, Semperit, Saehan, Lilly, Pfizer, Sandoz, Zeneca, Glaxo. Appointed Deputy CEO.

Key Skills commodities, Management, Marketing, Proposition, sales, strategy

1987 - 1990 **Jefferson Smurfit - Executive Management Program**

Business Assessment, M&A, Company Turnarounds, Corporate Presentations in Ireland, UK, US, for senior country management, Group Chairman

Key Skills commodities, Packaging, sales, strategy

1986 - 1987 **ESSO Ireland - Operations Planner (DCU Internship)**

Distribution scheduling, Workforce management, later Analyst to Board

David Murray's Education and Qualifications

2000 **Masters/PostGrad - Executive Education courses**

Royal Dutch Shell

10 Executive Education courses with world's leading universities and institutes

2000 **Masters/PostGrad - Hi-Tech Entrepreneurship course**

Harvard Business School

Harvard Business School course on Software Entrepreneurship

1987 **Bachelor/Degree - Bachelor of Business Studies (BBS)**

Dublin City University

Business Management, Strategy, Marketing, Economics

1983 **Higher Diploma - Leaving Certificate**

Franciscan College, Gormanston

David Murray's Additional Information

Links

AngelList - <http://angel.co/david-murray-1>

CapLink - <https://secure.caplincd.com/user/david-murray>

CrunchBase - <http://www.crunchbase.com/company/argento-partners>

Linkedin Profile - <http://www.linkedin.com/in/davidcmurray>

Languages

English - Fluent

French - Working knowlege

Spanish - Working knowlege

Interests

Sailing, Skiing, Surfing, Scuba, U-11 Rugby & Soccer!

Memberships

Irish Software Association - Communications Working Group

Dublin Institute of Technology, Advisor,

Enterprise Ireland, Company Mentor,

Irish Internet Association, IIA,

Irish Management Institute, IMI,

Awards

- 2000 Author, Graduate Recruitment, DCU Board,
 - 1995 Awards, 3M, Lilly, Pfizer, Glaxo, Apple,
 - 1992 2nd Antigua Race Week,
 - 1987 European Orientation Program,
 - 1987 Scholarship, Harvard Business School,
 - 1987 1st, DCU Business School,
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