

PETER CROSSLEY

Sydney Australia

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Career Summary

Executive Summary

20+ years leading the delivery of enterprise technology solutions for banking, insurance, mining and government clients in diverse roles from developer to regional director.

Key Capabilities

- Led technical development and business solution consulting teams across APAC, IN and NA; up to 7 x direct and 50 x indirect reports.
- Led regional business unit P&L for a USD2Bn global FinTech, accountable for delivering up to USD\$25m revenues and annual double-digit ARR growth.
- Managed annual services team budget up to USD\$19m, achieving margins of up to 40% with FTE, contract and partnering resource planning and management.
- Negotiated and sold USD\$5m+ of enterprise transformation project management in MNC and banking solution consulting to Tier 1 banks.
- Owned E2E integrated solution delivery of: Core and Digital Banking, Corporate Lending, Payments, Treasury and Capital Markets, Trade Finance, Wealth Management and ERP.
- Technical capability in SaaS solutions, software development, data-driven test automation, data modelling and analytics, systems integration and information security.

Personal and Education

- B.A. Mus
- HNC Business and Finance
- ISC2 CC / CISSP Trained
- MAICD
- PMP / PMBOK

Career Summary

Senior Program Manager (Contract) - Adventure Consultancy Solutions (ACS) (Mar-2024-Nov-2024)

- Led the team of local and offshore solution consultants delivering commercial lending and trading solutions to T1 international bank as part of front office and operations transformation program.
- Designed, developed and delivered multiple release cycles of cloud data migration tooling and process, enabling on-plan trades migration at go-live.
- Designed and delivered end-user training program and plan for groups from Front Office to Operations across 5 locations

Strategic Program Director - Finastra (Sydney) (Jan-2022-Jul-2023)

- Led a team of 37 Solution consultants, engineers, solution architects and project managers to deliver a USD\$19m project in a \$50m strategic core transformation program, integrating multiple Finastra and 3rd party systems.

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- Initiated and delivered cloud analytics solution and performance metrics, chairing regular cadence reporting to Finastra executive sponsors and CEO.
- Designed and established revised governance model across client and Finastra's 4 stakeholder Business Units, resulting in accelerated decision support, program progress through key stage-gates and cashflow.

Director of Professional Services - Finastra (Singapore) (Aug-2018-Jan-2022)

- Led services business across 7 countries with \$15m annual revenues. Delivered double-digit revenue growth, leveraging cross-functional collaboration with sales, product and customer success teams to deliver client objectives.
- Promoted to run expanded regional, 13 countries with \$25m annual revenue.
- Led delivery of strategic goals aligned to GTM in the region, including portfolio prioritization, team composition, project budgets, risk, financial metrics, profitability, scheduling, quality and customer satisfaction.

Head of Professional Services - Finantix (InvestCloud) (Jan-2017-Jul-2018)

- Accountable for regional solution development and delivery in Singapore, Hong Kong and Japan, supporting new insurance GTM; delivering Agency Sales digital solution to major Insurance MNC.
- Led the team of 7 Project Managers, Business Analysts, Solution Architects and Contracts Manager, collaborating with R&D, Executive sponsors and a matrix of development and test resources.
- Delivered improved project profitability by reducing delivery costs, influencing Product Management through effective consultancy based on client feedback program.

Senior Project Manager - Avaloq (NEC) (Nov-2014-Dec-2016)

- Led delivery portfolio of ~USD8m wealth technology solution projects, including financial budgeting and forecasting (SAP), P&L and division financial reporting.
- Delivered USD\$7m architectural and functional upgrades to key international banking client, leading a team of 12 solution architects, consultants and 5 testers.
- Implemented portfolio budgeting and forecasting process and tooling, driving portfolio reporting real-time, resulting in faster management decision-support and client outcomes.

Consultant / Solution Architect - Ensemble Consulting Group (Jan-2006-Dec-2013)

BHP Billiton Contract:

- Delivered major innovation in resource, scope and schedule management in major capital projects, growing the consulting practice from 2 to 21 solution architects, consultants and developers over 3 years.
- Led PMO Planning and Delivery Management team of 7 to establish a quality planning and delivery management methodology, enabling work planning and delivery governance across 5 major vendors with a total of USD\$1m/day cost.
- Implemented enterprise-wide project planning and delivery management systems and adjacent finite capacity resource management solution.

Lead Solution Developer - Kidde Fire Trainers NA (Jan-1999-May-2006)

- Designed and implemented industrial controls as part of the product development team.
- Built significant brand value capitalized in subsequent acquisition, by delivering the world's largest naval fire training simulator to the Canadian navy.