



Entrepreneurial Resources Group
Senior Executives * Proven Results

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Paul is Vice President and General Manager, EMEA for AVST. Paul brings over 20 years of Executive experience in senior management roles worldwide. For the past 15 years, Paul has been primarily focused on developing, building and managing the European, Middle Eastern and African (EMEA) operations of various firms. He was the Managing Partner, EMEA for Executive Conversation International, a consulting firm that focuses on strategic sales training for senior management and sales personnel of various high technology companies including Microsoft, Cisco Systems, Intel, Hewlett-Packard and British Telecom. From 2002 to early 2003, Paul was a partner for BWT Associates, London, the European operations of BWT, a private equity firm headquartered in South Africa, where his primary responsibilities included the evaluation and placement of various investments for the firm's investment portfolio. In 2001, Paul served as Vice President & Managing Director, Europe for Annuncio Software, an e-CRM solution provider that was acquired by PeopleSoft Corporation in early 2002. From 1997 to 2000, Paul served as the Managing Director, Europe for Latitude Communications, Inc., the developer of the world's first voice and data collaboration server. From 1987 to 1997, Paul served in various positions of increasing responsibility for Octel Communications Corporation. Paul has resided in London since moving there from the Los Angeles area in 1987.