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| Peter A. Khoury | London, UK ▪ +44 (0) 7876-596596peter@peterakhoury.com ▪ [LinkedIn](https://linkedin.com/in/peterakhoury) |

Chief Executive Officer – Managing Director

***Accomplished and growth-focused professional with extensive experience in enabling the full business potential through comprehensive business operations leadership.***

Significant record of success cultivating and leading multi-cultural global teams, streamlining business activities and policies, and formulating profit generating strategies to improve P/L in a competitive market. Well-versed in the regulations, laws, and public-company standards of multiple countries and stock markets. Expert in negotiating employee/third-party contracts and TUPE staff transitions for major outsourcing initiatives. Consistently boost sales and maximise business management efforts to optimise fiscal performance. Possess extensive knowledge of business acquired from working in a variety of departments and positions, such as legal, commercial, operations, organisational development, information systems, technology, and infrastructure.

Areas of Expertise

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| * Go to Market strategies
* Strategic Advice & Planning
* Corporate Business Development
* Marketing Management
 | * Revenue Generation
* Mergers & Acquisitions
* Financial Restructuring
* Legal Counsel
 | * Infrastructure Development
* Complex Problem Resolution
* Intellectual Property
* Change Management
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Signature Accomplishments

* Achieved rapid growth, break-even, and profitability within the first twelve months of launching and building new enterprises and practices across multiple jurisdictions from scratch.
* Directed the launch and growth of a green energy company using clean technology; raised $8M in venture capital to bring a game-changing technology product to market.
* Divested several non-profitable subsidiaries, reducing the monthly burn rate by 75% and the creditor amount by 40%, transforming the troubled public company into a competitive resilient organisation.
* Led global change initiative that cut costs by 23%, saving over €100M in capital expenditures and operating expenses.
* Reduced operating expenses by 38% in the first year for a global management consultancy firm thanks to the author's leadership in developing and implementing ISO 9000 across the entire organisation.
* Developed a go to market strategy and reorganised a multinational telecommunications company by creating centres of excellence in various functional areas.
* Assessed and implemented exit strategies for companies, including drafting merger and acquisition agreements, commercial contracts, and conducting a due investigations on target organisations.
* Boosted establishment of global consulting practice in a pre-IPO environment to over €25M in five years, clients ranged from FTSE 100 to pre-IPO start-ups generating million euro plus revenues in first year.

Career Experience

Genesis Technical Systems Ltd, Calgary, Canada & London, UK 2015 – 2023

CEO & General Counsel

Industrialised game-changing technology for internet carrier services. Received subsidies and private investment to expand operations. Oversaw the expansion of the firm's foreign operations and global markets. Developed and maintained 100 patent portfolio across 10 jurisdictions and negotiated key stakeholder contracts. Served as outside counsel in intellectual property, company, contract, and employment law for clients in the United Kingdom, Canada, and the United States.

* Raised more than $50M in private and VC investment to enable global sales expansion.
* Built a $1 Billion sales order pipeline from scratch in target markets across Europe, Asia/Pacific and US.
* Led engineering of ground-breaking internet technology leading to several patents being granted

Touchstone Corporation, Europe & North America 2013 – Present

CEO, COO, CCO, Non-Exec, Board Advisory, General Counsel

Provide companies all over the world with expert advice on how to revitalise and modernise. Serve as a board director overseeing governance, financial stability and key business and go to market strategies. Act as a General Counsel with international experience in business, commercial, corporate, employment, and intellectual property law.

* Developed and implemented a global strategy for company expansion into North America, Asia Pacific, and Europe.
* Delivered aggressive 75% cost-reduction initiatives to the Board to improve shareholder value.
* Managed several company liquidity events via initial public offerings and exits to venture capital backed enterprises.

IPSOL Energy Ltd, London, UK 2009 – 2013

Chief Executive Officer

Created a business strategy and a plan to enter the industry. Applied disruption theory to the business world for an academic spin-off. Received in capital from private investors and grants from the government to finance corporate growth. Oversaw the expansion of the firm's foreign operations and global markets. Orchestrated sale of the business to an energy venture capital firm.

* Developed and delivered go to market strategy for the first photovoltaic UK consultancy and test laboratory
* Managed 200% year-on-year growth in global turnover with gross margins of 56% and operating profits of 14%.
* Secured more than £10M in venture capital funding for company expansion.

Additional Experience

Founder & Chief Executive Officer, BridgeTech Industries LLC, San Francisco, CA

Chief Executive Officer, World Surveillance Group Inc. (WSGI), Miami, FL

Chief Executive Officer, Avventa Worldwide Inc., Washington DC, Kiev, Ukraine, San Jose, Costa Rica

Senior Advisor, Egon Zehnder Int, London, UK

Founder & Chief Executive Officer, ICS Inc., UK, US, EMEA & ASIA-PACIFIC

Principal Consultant, Digital Equipment Corporation, Sydney, Australia

Systems Engineer, IBM, Sydney, Australia

Education & Professional Development

Bar Vocational Training Course (VC)

City Law School, London, Emphasis: Company & Commercial Law, Call to the Bar

Post Graduate Diploma in Law with Distinction

The University of Law, London, UK

Bachelor of Engineering (Honours) in Chemical Engineering

University of Sydney & Imperial College London, UK

Bachelor of Science (Honours) in Computer Science & Pure Mathematics

University of Sydney

Licenses, Certifications & Patents

Non-Executive Directorship, Fellow of the Institute of Directors (FIoD)

Near-End Crosstalk Cancellation, US 503815186 · Filed May 5, 2016

Honours & Awards

ABB-Kent Taylor Prize for Best Design Project, University of Sydney; Chemical Engineering Department

Affiliations

Pro Bono Criminal Legal Representation, 3 Hare Court | Member, Energy Institute

Languages

English: Fluent