

# ADRIAN JONES BIOGRAPHY

Chief Executive Officer & Co-Founder | Senior Advisor | Board Member

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London, UK



## ABOUT ADRIAN

### BIOGRAPHY

For over three decades, Adrian successfully ran worldwide sales organizations for insanely demanding IT organizations. Included among his many accomplishments are heading the \$12b business for Hewlett Packard and the multi-billion dollar Asia Pacific region for Oracle where 45,000 people worked for him. Along the way he built and led teams of up to 6,000 sales personnel at a time, and grew double-digit revenues for the largest Fortune 500 companies each year. Adrian has C level customer and partner relationships around the globe from Asia to Europe and the USA and is now leading Personar as CEO and Co-Founder for a disruptive new AI technology leading in Govt and Enterprise and Sports.

### Chief Executive Officer & Co-Founder.

#### PERSONAR

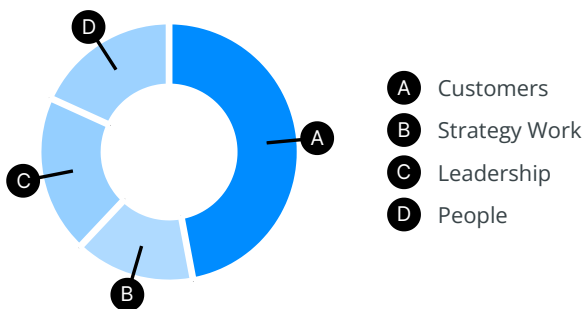
04/2021 - Present London, UK

AI Decision Intelligence Engine for Enterprise & Sports

- CEO and CO-Founder of Personar.ai, a unique AI engine designed to support Enterprises, Govt and Sports in mission-critical decisions. Headquartered in London, UK. with offices in Melbourne, Australia, Singapore and Austin, TX, USA.

Supporting organisations around the world in using AI technology to improve productivity and make accurate and mission-critical decisions.

## FOCUS



## ADRIAN'S VALUES

Family & Integrity are my values I hold most true to what I believe in, and is at the core of everything I do in my personal and professional life. What I have found is that companies don't really hold values, people do.. and so it's clear to me that I need to share my personal values with my people in order for them to understand what's important to me and why. Without this personal value approach its hard to manage people and to convey the trust you need with your employees.

Adrian's Motto: "Never Give Up"

## EXPERIENCE

### Automation Anywhere

04/2018 - 11/2020 San Francisco, CA

EVP Sales

- Taken AA to No:1 Automation & AI Vendor in Asia within 12 months, with 300% growth through large end user multi million dollar deals across the region. Responsible for all sales and marketing and P&L.

### Oracle Corp

05/2011 - 06/2014 Tokyo, Japan

SVP of Asia Pacific & Managing Director

- Working directly for Mark Hurd - CEO, and part of Larry Ellison's Exec Management Council weekly, Adrian was responsible for a most demanding region with 45,000 people and continuing to grow double-digit revenues as well as record cloud growth of over 40%, setting new records for Oracle.

### Hewlett-Packard

03/2007 - 04/2011 Palo Alto, CA & Tokyo

SVP of Asia Pacific & Japan

- Running a \$5B dollar business for Asia for the Enterprise business with 34% growth and 6,000 sales people, and turned APJ into the fastest growing region, and No:1 worldwide two years in a row
- Adrian also ran the largest Channel in the world when he ran HP Americas, and had a \$12B organization selling everything from Printers, to PC's to Servers

## AWARDS

☆ US Channel Executive of the Year 2007-2008 (Voted by the IT Industry)

☆ US IT Executive of the year by CRN Magazine 2008

## LANGUAGES

English

Native



Japanese

Proficient



## EDUCATION

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EE

**Oxford College - Cherwell (EE)**

📍 Oxford, England

## SKILLS

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Leadership



Management



Sales



Organizational



## QUOTES

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“Greatness is not a function of circumstance. Greatness, it turns out, is largely a matter of conscious choice, and discipline.”

Jim Collins

## PASSIONS

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Family & Three Sons



Formula One



English Premier League

## MEDIA

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CNBC Asia Squawk Box

**The Changing Face Of Technology**

📅 04/2013

🔗 <http://video.cnbc.com/gallery/?video=3000163688>

Bloomberg TV

**Cyber Security Is a Global Epidemic**

📅 06/2015

🔗 <http://www.bloomberg.com/news/videos/2015-06-22/cyber-security-is-a-global-epidemic-jones>