

# MARK RODDIS

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## Introduction

I have been designing, bidding for and delivering ever more complex cross-domain solutions into central and local government, defence and private organisations around the world and at scale for close to 30 years.

I have successfully managed large projects with large teams (50+ Technical Professionals) on opportunities with total contract values ranging from £500k to £500m and with time frames ranging from a few days to a few years.

Throughout I have maintained relationships with key customer contacts, often over several years taking on a Trusted Advisor or consultancy role providing thought leadership and industry insight

My experience covers a broad spectrum of technology domains with a level of technical and commercial acumen backed with experience that allows me to see and understand the big picture view. Being adaptable and open to change whilst being able to grasp new technologies quickly are all key skills I utilise on a day-to-day basis. Add the ability to drill down, engage and technically challenge domain experts and professionals at their own level whilst at the same time, engage and collaborate with senior stakeholders right up to C Level. My role is often described as the glue that holds the programme together (or a herder of cats)

## Experience

- Working alongside sales & business development teams to identify and qualify opportunities.
- Defining and scoping the bid team and required budget to identify the correct skills and resources needed
- Managing, motivating and driving teams in both the bid/proposal stage and delivery. This also includes mentoring and one on one support where relevant.
- Delivering internal and external workshops and discovery sessions to understand the customers business drivers, challenges and requirements as well as to identify risks and opportunities followed up with storyboarding and solutioning workshops to define the solution and win strategy.
- Owning and maintaining key artefacts such as the Requirements Capture & Traceability Matrix (RCTM), Risk, Issues and Dependencies Logs (RAID) and Commercial Models as well as the final deliverables such as the proposal or solution design.
- Managing external interfaces including key internal and external stakeholders, vendors and supply chain and developing relationships that promote collaboration and trust
- Interfacing with internal functions such as HR (especially where TUPE may be involved), commercial, finance, legal, procurement and operations
- Chairing Change Review and Architecture Review Boards
- Owning the overall solution design including commercial, programme delivery and service design and ensuring the correct governance and approvals are in place.
- Excellent communication skills including document creation, presentation skills, public speaking and story telling

- Constantly evolving and adapting to new technologies, frameworks and industry challenges

## Skills & Domains

- Data centre - build and design
- Networking – LAN, WAN, Mobile, SD-WAN
- Infrastructure – Physical and virtual server and storage design as well as operating systems and virtualisation as well as building private clouds
- End User – Desktop, Mobile, Voice & Vehicle
- Applications & Services – Messaging (including secure cross domain as well as email), customer Line of Business applications and custom (often niche) services on premise and cloud based
- Business Continuity and Disaster Recovery design and planning to deliver globally resilient solutions
- Security – Cyber and physical security into both Enterprise & Defence customers up to Above Secret classifications extending into SEIM tooling and formal assurance frameworks as well as IAM and PKI.
- Service Architecture – People, processes and tools usually delivering any solution as a fully managed service and ensuring the correct operating model in place to support it
- Enterprise Management – Designing the core ITSM tooling stack for greenfield and dedicated platforms as well as integrating into existing (often cloud based) tooling such as ServiceNow or Microsoft Sentinel
- Transition, migration and modernisation taking on existing services, enhancing or transforming them in the process
- Logistics, Supply Chain and Lifecycle Management
- Bid Management – Solution ownership, requirements management, change management, risk management & stakeholder management

## Security Clearances

**DV – UK NSV**

**SC – UK Home Office**

**NPPV – UK Policing**

**NATO Secret**

## Work Experience

### **Enterprise Architect/ Lead Deal Architect (2025 - Current) - Telefonica Tech**

- **Strategic Bid Leadership:** Spearhead large-scale, complex bids spanning multiple technology practices, taking full ownership of the solution lifecycle
- **Cross-Functional Orchestration:** Directed diverse teams of Subject Matter Experts (SMEs) as well as stakeholders from commercial, finance, service, and legal functions to build compelling propositions.
- **Governance & Compliance:** Manage end-to-end governance processes, ensuring all solution designs pass critical review gates and obtain necessary sign-offs before submission.

- Commercial Accountability: Own the integrity of the final solution, ensuring commercial viability and alignment with customer requirements to deliver winning propositions

### **Lead Solution Architect / CTO (2018 - 2025) – Fujitsu Defence & National Security**

- Technical Leadership: Operated within the Office of the CTO to lead large-scale bids and project delivery. Usually taking on the role of CTO, Solution Owner or Lead Deal Architect for major engagements.
- Team & Resource Management: Scoped and directed cross-functional solution and engineering teams of 30 to 50+ members, successfully delivering complex projects into niche, high-security environments.
- Secure Solution Design: Architected end-to-end solutions for Central Government and Defence clients, utilizing technologies such as Secure SD-WAN, Cross-Domain Gateways, Data Centre infrastructure, and Enterprise Management tooling.
- End-to-End Ownership: Owned the full solution lifecycle from initial conception and requirements capture through to final delivery, ensuring full compliance with strict security standards and commercial viability.
- Resilience & Continuity: Maintained uninterrupted delivery of critical national infrastructure projects during the COVID-19 lockdown, overcoming unique operational challenges in highly classified environments.

### **Senior vArchitect (2017 - 2018) – Dell EMC**

- Worked within the Strategic Alliances Team on Converged & Hyper-Converged Infrastructure solutions across EMEA.
- Partnered with system integrators to design and deliver enterprise infrastructure solutions.

### **Senior Solutions Architect (2000 - 2017) – Vodafone (formerly Cable & Wireless)**

- Technical Evolution: Progressed from Frame Relay & ATM network architecture to leading complex Data Centre, Virtualisation and Cloud Computing opportunities over a 17-year tenure
- Full-Stack Solutioning: Delivering comprehensive designs covering storage, servers, security, and applications. Ensured seamless integration across physical and virtual environments for high-compliance customers and central government departments.
- Secure Government Solutions: Architected the Criminal Justice Secure Mail (CJSM) programme, delivering a highly secure, cross-domain messaging platform for central government and justice agencies
- Major National Projects: Led the end-to-end solution design for the 2011 UK Census. Managed the complete architectural lifecycle, from field data collection and secure transmission to data centre storage and end-user access working alongside other key providers
- Strategic Internal Product Development – Instrumental in the architecture and design of Vodafone's global Cloud & Hosting Private Cloud product
- International Engagements: Joined the Vodafone Cloud & Hosting Rest of the World team as Lead Architect working with teams in Singapore to deliver innovative solutions into several global banks

### **Technical Specialist Sales (1998 - 2000) – PCWBD**

- Provided networking and server specialist solutions support to a 300+ sales team and external business centres.
- Delivered designs, proposals, and training.

## Education

- Rotherham College of Arts & Technology – Full Time Music (1986 - 1988)
- Dinnington Comprehensive School – General Education (1983 - 1986)

## Interests

I am passionate about travel which in turn feeds my love of world cuisine, and photography, I enjoy outdoor cooking, music, and film