Keith Fraser

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Retired Businessman and Training Industry Professional with a progressive career record that has spanned senior management, sales and marketing, software development, project management, customer/systems support, training and presentation. Broad based international experience, used to working in both large US and UK companies and in much smaller organisations.

Personal	British. Age 68 (born 19.10.53)
Qualifications	Member of the British Computer Society, Chartered IT Professional
	Member of the Association for Project Management
	HND Computer Data Processing
	Prince2 Practitioner/APMG approved trainer
	Prince2 Agile Practitioner/APMG approved trainer
	Managing Successful Programmes Practitioner
	APM PFQ /APM approved trainer/invigilator
	APM PMQ /APM approved trainer/invigilator
	ECITB Approved trainer/examiner

Career History

October 1983 – October 2019 (retired): Managing Director, Keith Fraser Consulting Limited, Forfar, Angus

Keith Fraser Consulting was a training consultancy specialising in business development training and has been involved with several blue chip clients at strategic level. These included the Woolwich Building Society and Nortel Networks for nearly 13 years. From the end of 1998 until the middle of 2002 we were the main training contractors for Nortel Networks, writing and delivering courses and providing all internal sales, marketing, departmental charge backs and statistics.

In our first year as Nortel's training contractor we increased internal training revenues by 540% and delivered over 640 training days. Leading a team of eleven consultants Nortel assignments included extensive travel throughout Europe and Scandinavia, and locations further afield to Warsaw, Abu Dhabi, Moscow and Beijing.

In 2004 became an approved Prince2 trainer and concentrated on project management training delivering 40+ courses each year. Most recently delivered project management courses in Baku and Tehran, Prince2 courses in Kuala Lumpur, Shanghai, Dubai, Jeddah, Eindhoven, Brussels, Helsinki, Berlin, Oslo, Copenhagen, Geneva, Malta, Boston, New York, Romania (through an interpreter), Singapore, Shanghai, Lagos and Nairobi and Prince2 Agile courses in Copenhagen and New York.

In 2012 passed both APM-IC and APMP qualifications and gained APM accreditation to teach both courses. Developed online and classroom Prince2 training courses for Chevron training and took them through APMG approval. Also updated Insight's APM courses, PFQ and PMQ in line with Bok6 and gained APM approval for both.

1987 - 1988:	Business Manager, Graphic Design Software Products, Letraset, London
1983 - 1987:	Managing Director, Software Conversions Limited, Kingston, Surrey
1982 - 1983:	Software Development Manager, Atari International, Slough
1979 - 1982:	Product Marketing & Trainer, Rank Xerox (UK) Limited, Uxbridge, Middlesex
1978 - 1979:	Analyst Programmer, Emeth Systems, Edinburgh
1976 - 1978:	Analyst Programmer, CWS Computer Group, Manchester

Conference papers presented to:

The Seybold Conference on Desktop Publishing 1987
The Which Computer Show DTP Conference, 1988, 1989
The Electronic Print and Publishing Show, 1988
Steering Committee member & conference session chairman, Corporate Electronic Publishing Show, 1989

Memberships: MENSA, Fellowship of Professional Celebrants

Current Courses

Prince2	Prince2 Agile	APM PFQ	APM PMQ
Stress Management	Presentation Skills		