



Katherine Coombs

United Kingdom

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My Blog

Banking on IT
A blog by Katherine Coombs

A bit about me...

I'm currently the Senior Innovation Manager for Lloyds TSB, the UK's largest retail bank, based in London, UK. Responsibilities include idea evaluation, pipeline management, business case development, vendor and analyst relationship management, and internal sales activities.

I have 10 years experience in the design and delivery of technology solutions to address real business issues. I strongly believe that technology is a means - not an end - and must deliver value to the users and businesses that it supports.

I enjoy networking and being challenged with new information and view points. You can find me all over the web, but I invite you to read my blog at <http://banking-on-it.com>.

Work History

Lloyds TSB

London, United Kingdom

Sep 2007 - Present

Senior Innovation Manager

The Innovation and Research team is responsible for proactive innovation and thought leadership across the entire group. I manage the innovation and research portfolios for both the UK Retail Bank and Central Functions, the latter including Information Technology, Operations, Finance, Risk, Security and HR.

My responsibilities include:

- Accountability for business and technology innovation within the UK Retail Bank and Central Functions
- Pre-screening and evaluating innovation opportunities in order to generate a multi-million pound pipeline
- Delivering material changes to the business via technology-led innovations that drive either substantial new income or reduction of the cost base
- Managing vendor relationships where vendors are involved in the delivery of an innovation
- Managing analyst relationships

Avanade

London, United Kingdom

Apr 2007 - Sep 2007

Pre-Sales Solution Lead

Key member of the Avanade senior leadership team, responsible for the pursuit of large and/or strategic pre-sales opportunities. Work with customers to understand their business and business requirements, and develop their technology vision.

Responsible for the creation of new assets and solutions based on market analysis and opportunities. Responsible for enhancing existing assets and solutions, based on the evolving

marketplace and product maturity. Develop and execute sales campaigns including customer presentations and pitches, demonstrations and conferences. Drive evangelism within the marketplace and parent companies: Microsoft and Accenture.

London, United Kingdom

Feb 2003 - Apr 2007

Principal Consultant

Principal Consultant with Avanade (a joint venture between Microsoft and Accenture), responsible for strategic planning, architecture and project delivery.

Key customers included:

- Australian Capital Territory (Government)
- Australian Customs Services (Government)
- Barclays Bank (Financial Services)
- Her Majesty's Revenue and Customs (Government)
- Manpower Recruitment (Services)
- N.M. Rothschild & Sons (Financial Services)
- Standard Chartered Bank (Financial Services)
- Virgin Atlantic (Transport/Retail)

Volante

Canberra, Australia

Nov 2002 - Feb 2003

Project Consultant

Solution development and architecture, risk analysis and mitigation, financial costing and formal client presentations for three government projects.

Jacobs Sverdrup Australia

Canberra, Australia

Jan 1999 - Nov 2002

Business Systems Manager

Managed the design, implementation and maintenance of all IT systems and networks for the Australian subsidiary of the world's 3rd largest systems engineering firm.

Part of the successful bid team in Tennessee on a US\$2 billion systems engineering bid response.

Education

Deakin University

Melbourne, Australia

Bachelor of Computing , Information Systems