

# Marc J. Downes

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917-302-1782

## Professional Experience:

### Partner at Benissimo Inc - San Francisco

March 2014 - Present

Benissimo is a refreshing, fast moving and technically advanced consulting company specializing in cloud integrations and end-to-end enterprise SaaS solutions, offering full service implementation and customization of Salesforce.com, Mulesoft, GoodData, Netsuite and Coupa. Benissimo also operates a 1:1:1 Foundation: 1% Equity; 1% Profit; 1% Employee Time allocated to Charitable Foundation causes.

### Director at e:solutions Group Inc. New York

July 1995 - Present

e:solutions is a Global Supplier of Oracle Consulting and SAAS Support and Services. In addition, our group applications offer access to VISION Instances; R12 Training; Remote DBA services, Whitepaper Expertise; Solution Architecture and decision critical SAAS/Cloud adoption. With Operations and Teams in AsiaPac, EMEA and the Americas, the Group is a one-stop shop for Global entities Upgrading, re-Implementing or re - Architecting to Oracle R12. or FUSION bound.

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|---|-------------|
| Snr. Account Manager (NYC) at Euro Systems International      | 1992 - 1995 |
| Account Manager (London) at SBS (bought by Euro Systems)      | 1992        |
| Account Executive (Australia) at Hamilton Watts International | 1989 - 1991 |
| Account Executive (London) at DPP International               | 1987 - 1989 |
| Trader Training Programme at SG Warburg (London)              | 1987        |
| Member at Vistage International                               | 1999 - 2006 |

**Education:** Kingston University (London) BA(Hons) Business Accounting & Finance, 1983 - 1987

## Rugby Experience:

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|--|----------------|
| Coach at Fairfield Rugby Club                      | 2010 - Present |
| Player at New York Rugby Club                      | 1991-1994      |
| Player at Powerhouse Rugby Club - (Australia)      | 1989-1991      |
| Player at Esher Rugby Club (England)               | 1987 - 1989    |
| Player at Harlequins Rugby Football Club (England) | 1981 - 1987    |

Recruited to Harlequins Youth as a U19 academy player. Represented U21 Jaguars and 1st XV

**Rugby 7's:** (Harlequins, Warblers and Esher): Middlesex Sevens Plate Finalist @ Twickenham 1998;

Winners @ City 7's; Neuchatel Swiss 7's; Munich Germany 7's; Fribourg Switzerland 7's; Rockaway 7s.

**Honors and Awards:** U16, U19 Middlesex County Captain; Sherborne School MVP England Colts

**Representative Rugby:** England Students 1987 RFU; England Schools 1983; BPSA England Colleges - BPSA - England BPSA Rugby captain; Middlesex Full Honors (Cap) 1985; England Colleges National Rugby Champions BPSA 1986; National Championship 1986; Runners up 1985

**Other Interests:** Boating, Travelling, Crossfit, Skiing

**Citizenship:** UK and US