



Building business relationships

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Peter Karry Profile



Career History

Peter Karry graduated from Edinburgh University in the 60's then worked in engineering consultancy before spending 5 years in the Computer Graphics field.

Previously in ICL (now Fujitsu Services), Peter worked up to a senior sales role initially in their Software and Services subsidiary, where he achieved the highly prestigious Diamond Club award for

himself and subsequently for one of his teams. Peter was a consistently high achiever of his sales targets in the commercial and then public sectors.

Peter then was employed in a variety of formative roles, including a secondment to ICL Germany, senior marketing and sales roles in new organisations such as Consultancy and Training, International Network Services, and Networks Region. He then was appointed as an International Account Manager before moving into the Partnership team.

Peter developed his career in the partnering arena, till being appointed as Director, Technology Partnerships. When partnering was further developed as a strategic tool, Peter became Operations Director within the larger Alliances and Partnerships team. Peter has operated in Public Sector, including MOD, and Commercial sectors including Financial Services, and Media.

Peter is a member of the central management team delivering the PSL message of building better business relationships throughout the UK, responsible for the Events unit, regional initiatives, and working with Complementary Partners.

Specialist Skills

- Sales and Marketing
- Event Management
- Facilitator