



NICHOLAS COPPINGS

BIOGRAPHY

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Nicholas has over two decades of experience in business management, Business Development and management consulting. Nic's career spans three continents and a wide variety of different functional roles.

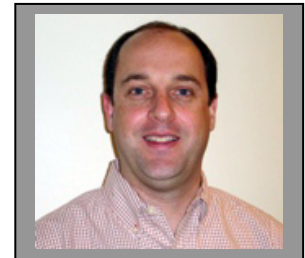
With MBDⁱ, Nic is Senior Vice President and General Manager. He has built the consulting practice and has been instrumental in the retention of clients like Northrop Grumman, Raytheon, ITT and many other large Government Services, Utility and Commercial clients. As an SME, Nic has assisted these companies in the assessment of domestic and foreign Business Development operations. He has developed refined and implemented strategic, operational and tactical plans, tailored and customized Business Development processes and assessed in the recruiting and assessment of both Business Development Personnel and Business Development Leaders. He has been instrumental in the development and creation of training programs designed to implement new process and to affect behavior change.

Nic successfully started, managed, grew and sold an IT services company. He was the catalyst leading to the total restructuring of a Full Service Advertising Agency in South Africa, resulting in over 75% increase in profits with an accompanying 40% decrease in overhead.

Nic has an abundance of both Retail and Merchant banking experience, firstly with Absa Bank, South Africa, then Republic National Bank of New York in London, UK, and Frankfurt, Germany. There he held the title of Senior Supervisor, Bank-Note Operations. In this capacity, Nic was responsible for the setup and management of a Foreign Exchange operation.

Early in his Career Nic held a variety of roles with KLF Productions, an Event Management Company, with clients that included Reebok, Mercedes Benz, Coca-Cola, Adidas, Budweiser, SAB-Millers and managed Nelson Mandela's birthday celebrations.

A native of Pietermaritzburg, South Africa, Nic earned a BS from the University of Natal and an MBA from Heriot-Watt University, Edinburgh Business School, UK.



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