

PAUL MASSEY, MANAGING DIRECTOR, IFS EUROPE WEST



Paul's early career was in industry as a management accountant with Lucas Industries, Dunlop & Thorn EMI, before he became increasingly specialized in the implementation of accounting systems and subsequently made a move in to the software industry.

After initial experience with Pansophic Systems and Marcam Corporation, Paul joined Avalon Software when it set up in the UK and was then a key player in the same team that went on to establish IFS in the UK in early 1997.

Paul spent the next 8 years as UK Consulting Services Director—building and growing the services and support operation to a turnover of £14M—before becoming Managing Director for the newly formed IFS region of Europe West in 2006.

In the period since, Paul has overseen the region (comprising UK, France, Spain & Portugal) more than tripling in size through both organic and inorganic growth, to now be one of the largest and most important regions in IFS.

Paul is also executive sponsor of the consulting function within the IFS group.