

# MARTIN HESS



Martin has over 40 years' experience in the IT industry. He began his career as a seller at ICL and IBM where he was one of the early leaders within the then emerging outsourcing business. After spells as a director at smaller software and services businesses, Martin joined HP. Martin was on the UK board at HP for 10 years. For 5 years leading the whole UK sales organisation of over 700 people, and more latterly leading and growing the Services Organisation for UK, Middle East and Africa to a \$2.2 billion revenue business.

Martin joined OCSL in 2016 as Chairman before becoming Managing Director of CANCOM in the UK when the business was acquired by CANCOM Group in August 2018. He was actively involved with the acquisition of Novosco Ltd by CANCOM in October 2019. At the start of 2021, he took on the role of MD of CANCOM UK&I (which combined OCSL & Novosco under a single senior team) and led the sale of the business to Telefónica Tech in July 2021, followed by the acquisition of Incremental Group in March 2022.

Martin left a full time executive role at the beginning of 2023.

He is chair of 2 early stage SaaS businesses and chair of a PE backed IT services company.

He is a qualified (ICF) executive coach.