

BEN KIMBLE

International Commercial Leader | Technology | AI | Digital Transformation

Dubai, UAE (4+ years) | Previously London, UK | ■■ British Citizen | benkimble.com



Executive Profile

International Commercial Leader with over 10 years of commercial experience across FMCG, enterprise technology and international business development. Based in Dubai and previously London, I have led growth across Europe, the Middle East, Africa and APAC, building distributor networks, managing strategic accounts, mentoring teams and delivering technology projects across education, government, hospitality, retail, aviation and enterprise environments.

Career Highlights

10+ Years Commercial Experience	30+ Countries Worked Across	US\$40M Max Commercial Responsibility	20 Total Direct Reports Managed Across Career
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Management Scope

Current: 5 direct reports at Specktron. **Previous:** 3 team members managed at Coca-Cola and 12 team members supervised at Hilton Hotels. This gives a total of 20 direct reports managed across career roles and 9+ years of practical management and mentoring experience across sales and service environments.

Professional Experience

Specktron	EMEA Sales Manager	Mar 2025 - Present	Dubai, UAE
Clevertouch by Boxlight	Business Manager / GM Middle East	Aug 2023 - Feb 2025	Dubai, UAE
Clevertouch by Boxlight	Key Account Director	Dec 2019 - Aug 2023	London / International
Clevertouch by Boxlight	Account Manager	Aug 2019 - Dec 2019	London, UK
Coca-Cola Europacific Partners	Sales Manager - Bars & Restaurants	Feb 2019 - Aug 2019	London, UK
Coca-Cola Europacific Partners	Sales Manager - Grocery Channel	Aug 2017 - Mar 2019	London, UK
Coca-Cola Europacific Partners	Sales Apprentice	Aug 2016 - Aug 2017	London, UK
Hilton Hotels & Resorts	Food & Beverage Supervisor	Aug 2014 - Aug 2016	Dartford, UK
Hilton Hotels & Resorts	Food & Beverage Assistant	Jan 2014 - Aug 2014	Dartford, UK

Selected Projects

Revesco Aviation (Australia) - Pro Series Interactive Displays for aviation training and executive collaboration environments.
School of Research Science (Dubai) - 86-inch interactive displays with AI classroom software and wireless collaboration.
Police Service of Northern Ireland - Interactive display deployment supporting training, briefings and collaboration.
Dunnes Stores (Ireland) - LED poster network supporting retail digital signage and dynamic campaign messaging.

Education & Awards

Lean Business Management | Level 3 Principles of Sales | Level 3 Foundations of Sales | Advanced Mathematics
CEO Rising Star | Management Award of Excellence