



Executive Biography

Melanie McGrory

Account Executive, HP Enterprise Services
Defence and Security UK Ltd
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Melanie McGrory was appointed Account Executive for the Defence Services and Logistics (DS&L) Segment for HP Defence in September 2011. The role of the AE varies on a daily basis and is about bringing the best of what HP has to offer to our clients and employees. In the DS&L area, HP delivers military HR services (a combination of applications, ITO and BPO) to all serving and retired Armed forces personnel and their dependents. In the logistics area HP provides application and ITO services to Boeing in support of the Defence Logistics programme. Common to both is the need to undertake complex change programmes whilst maintaining the high levels of service associated with the live (24 by 7) operation.

McGrory has been with HP since 1987. Starting her HP career in the Consulting Practice focussed across a broad spectrum of projects for a variety of clients, McGrory gained real experience of business transformation before becoming an Account Executive overseeing the Defence Recruiting and Training Business. Her previous assignments have included a secondment to the Metrix Consortium as the Chief Information Officer which required a change of focus to business strategy and business process improvement resulting in a business information strategy.. Continuing with the strategic theme, McGrory recently developed the go to market strategy for cyber security within the Defence business.

McGrory's career has been marked by successful delivery in complex environments requiring high energy and real commitment.

McGrory joined the Civil Service as a junior scientific officer and was awarded a Civil Service bursary to read for Bachelor of Science Degree at Cranfield University.

McGrory graduated a Bachelor of Science with Honors from Cranfield University, majoring in Physics and Operational Research.