

## **PROFESSIONAL BIOGRAPHY OF KATRINA PAYNE**

Katrina Payne is a member of the Board of Directors for Telehouse International Corporation of Europe, a Datacentre and Co-location operator, headquartered in London's Docklands and with facilities in six cities across Europe. She joined Telehouse in September 2002, with responsibility for Sales & Marketing and has spearheaded a programme of change across the company, with the objective of transitioning from a facilities-led to a customer and services-led organisation.

Katrina has over 20 years' experience in customer management within the IT and Telecommunications industry and has a particular expertise which combines strategic insight with operational delivery and achievement of business objectives.

Prior to joining Telehouse, Katrina spent five years with Cable & Wireless, where she was first Director of the City & Media business unit, responsible for a 90-strong team, which generated £80 million from key customers in these highly demanding and innovative sectors; and then promoted to Vice President Customer Interface, leading a £205 million change programme across C&W's global customer teams.

Katrina has also held senior positions in Videotron Corporation, the London Cable TV Company; in British Telecommunications; and in Rank Xerox Corporation in both the UK and Australia.

Katrina is an honours graduate of Lancaster University, where she read History and International Relations. She also studied International Sales Management at the IMD Business School in Lausanne and undertook post graduate training in Strategic Skills at Cranfield Business School. During her career with both BT and C&W, she was selected to undertake the Leadership Development Programmes.