

Winston Card

Head of IT, Americas, Kingspan Americas

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SUMMARY

Technology executive with 15+ years across finance and technology, the last decade at Kingspan. Currently Head of IT for Kingspan Americas: 66 people supporting \$1.2B+ of manufacturing across 50+ sites in 8 countries, on a \$16M+ budget. Led the business side of the SAP S/4HANA migration and two greenfield manufacturing execution implementations on a \$10M+ program. Since 2026, has taken the organization from AI experiments to production systems on live ERP and customer data, with the contracts, tracing and human review to support them. Began as a plant controller, and still evaluates technology decisions on margin, risk and payback.

EXPERIENCE

Head of IT, Americas Kingspan Americas

September 2025 to present

Executive accountability for IT operations, infrastructure, security and divisional applications supporting 4,000+ users across 50+ offices and plants in the US, Canada, Mexico, Central and South America. Owns strategy, architecture, governance and the \$16M+ budget.

- Lead 66 people across four functions, including managers and team leads, and replaced generalist coverage with functional depth and defined career paths.
- Wrote and presented the enterprise AI business case that moved five initiatives off developer keys onto contracted terms with zero retention, per-project keys and central audit, evaluating two vendors in parallel against real documents.
- Standardized one integration layer so AI agents reach ERP, CRM and helpdesk data through named tools with per-user credentials, with writes gated and several services read-only by construction.
- Put document and email automation into production with confidence thresholds routing uncertain cases to people, cutting quote preparation from hours to minutes while reviewers keep the final say.
- Chair the change advisory board and own IT general controls, service management and audit evidence across the region.

Divisional Director, Systems and Applications Kingspan Americas

April 2025 to September 2025

Led enterprise SAP and manufacturing systems delivery across multi-site operations, owning program strategy, governance and partner performance.

- Business-side program lead for the ECC6 to S/4HANA migration and two greenfield manufacturing execution implementations.
- Directed 40+ people, 11 internal and 30+ from the integrator and partners, across multiyear work.

Director of IT Operations and Applications Kingspan Americas

August 2024 to April 2025

Directed IT operations and divisional applications for over 4,000 users across 37 sites in the US, Canada and Central and South America.

- Ran infrastructure, networks, server operations, backup, telephony and collaboration technology against agreed service levels.
- Built the governance layer: change advisory board, IT general controls, and service management processes with evidence behind them.

Director of Business Information Systems and Applications Kingspan Insulated Panels

April 2019 to August 2024

Led a team of 11 through the ECC6 to S/4HANA migration and two greenfield manufacturing execution implementations, managing the implementation partner as business-side project manager.

- Delivered the S/4HANA migration for North America plus greenfield implementations that brought acquired businesses, including one worth \$250M+, onto the platform.
- Architected real-time integration between the CRM and ERP, removing manual transfer from the quote-to-cash path.
- Rolled out cloud reporting alongside S/4HANA and moved three businesses with ~\$700M combined turnover onto one platform with shared definitions.

Divisional Financial Controller Kingspan Insulated Panels

November 2017 to April 2019

Ran finance and accounting for North American operations under GAAP and IFRS, with 14 direct reports.

- Prepared and delivered statements for five manufacturing facilities in the US and Canada, and signed off group reporting input for the listed parent.
- Served as business system manager for ERP changes across the division, the first role combining finance and systems responsibility.

Plant Controller Kingspan Insulated Panels

May 2015 to November 2017

Finance lead for plant operations: cost accounting, reporting and operational performance analysis.

EDUCATION

MBA

Hough Graduate School of Business, University of Florida

2021

BSBA, Finance

University of Central Florida

2010

TECHNICAL PROFICIENCIES

Enterprise systems

SAP S/4HANA across finance, controlling, materials, production, quality, sales and warehouse; SAP Business One; Salesforce Sales and Service Cloud with custom development

Cloud and infrastructure

Azure compute, storage, identity and AI services; AWS; hybrid architecture; Bicep and CDK; containers; networking and data centres

Development and integration

Python, TypeScript and Node.js; C# and .NET; SQL, ABAP and CDS; Swift, R; REST and OData APIs; middleware platforms; CI/CD

Manufacturing and plant floor

Manufacturing execution integrated with ERP; PLC programming on Siemens and Allen-Bradley controllers; machine-to-machine interfacing over OPC UA; Kepware connectivity and historian integration

Data and AI

Power BI, SQL warehousing, document and vector search, frontier model APIs, self-hosted open models, Model Context Protocol servers, tracing and evaluation harnesses

Security and governance

IT general controls, service management frameworks, change advisory, risk management, incident response, security architecture, audit evidence

OUTSIDE WORK

Co-founder and operator, Project Tulong

501(c)(3) nonprofit · 2023 to present

Supports families in the southern Philippines with financial and material donations: family meal packs, school supplies for children, and sanitary supplies. Funded and operated personally with his wife.