



A proven leader with international experience and a successful track record in Commercial, Government, NGO/NPO, and Educational contexts, Graham specializes in building high performance teams to deliver innovation, products, communities and services. He is friendly, multilingual, analytical and organized. His expertise includes High Technology, Entrepreneurship, Innovation, Development, Project Management, Analysis and Optimization. Graham is a busy consultant and frequently speaks on Fostering Innovation, Identifying Opportunity, Introducing Innovation and Growth. Graham's MBA Dissertation elaborated on Entrepreneurial decision-making. In it, he introduced and detailed an Entrepreneurial cognitive model that helps to improve the quality of business decision-making in a fast-paced, information scarce environment.

Current Positions

Founding Partner: Remediare

[Hong Kong]

Remediare provides an innovative range of Strategy, Capital, Growth and Talent oriented services to profit, non-profit and governmental organizations.

2008 – Present

Selected Mandates:

Business Strategy Lead, SingularityNET Project

[Canada]

SingularityNET is an Artificial Intelligence + Blockchain startup. Graham was contracted to generate the Project Strategy and Business Plan for SingularityNET in support of its record breaking ICO in Q4 2017, which raised USD36M in 30 seconds. Graham also wrote extensively about the project, conducted interviews on its behalf and represented the Project at SiliconSlopes, a Sundance Festival-related ICT conference of over 12,000 participants.

2017 – 2018

Managing Director: Robotics Garage, Science Park

[Hong Kong]

Science Park is the largest government-sponsored Business Incubator in Hong Kong. Graham was contracted by Science Park to design and deliver what is now the largest Makerspace in Hong Kong. The Robotics Garage is now a nexus point for robotics research and development, connecting a user community of 20,000 people with 8 local Universities, an SME sector of 250,000 companies and innumerable trade delegations from China, Europe and the USA.. In its first year of operations, the Robotics Garage supported 300 startups, held over 50 events and received over 2,000 visitors.

2016 – 2017

Special Project Leader: Ignite Innovation, Hong Kong Polytechnic University

[Hong Kong]

PolyU is the largest University in Hong Kong. Graham was contracted by the School of Design to lead ***Ignite Innovation!***, a project that deployed a cutting-edge Innovation Ecosystem into the Innovation Tower, PolyU's newest building. ***Ignite Innovation!*** proposed, developed and implemented trans-disciplinary collaboration models for the governmental, commercial and social sectors.

2012 – 2013

Acting Director (Sales & Marketing): Human Potential

[Hong Kong]

Human Potential is a Hong Kong headquartered psychometric firm. Graham was retained for two years by the Managing Director to address a broad portfolio of requirements. Graham first helped to double top-line sales. He then designed, and implemented two new Lines of Business. He then helped to win significant new business with AMWAY China and other global brands. He helped to identify markets and marketing strategies for HATS, a new business-oriented psychometrics tool. Finally, Graham re-implemented the distributor training system and doubled the size of the distributor network.

2010 – 2012

Acting Director (Internet Marketing): Talika

[France]

Talika is a Paris based cosmetics company that does 75% of its business in Asia online. Graham was contracted for a two year term by the Managing Director to optimize and run its eCommerce. Graham doubled sales via a multi-pronged social media engagement strategy featuring both online and offline promotions. He significantly reduced returns by re-training distribution warehouse staff in Europe, North America and Hong Kong. He optimized the loyalty program and introduced a machine learning based upselling system. Finally, he developed a real-time performance monitoring dashboard.

2009 – 2011

Acting Managing Director: Compelite**[Hong Kong]**

Compelite is a fully integrated traditional/digital marketing firm based in Hong Kong. Graham was contracted for two years to substitute for the Managing Director. Graham quadrupled sales and halved costs. He cut project turnaround time by 40% and hired (and trained) 12 additional staff over his term. Graham personally closed over 300 deals while eliminating a crippling backlog of dozens of late projects. He reduced costs by re-negotiating existing supplier agreements or by finding better suppliers. He re-ignited defunct customer relationships, closing significant new business.

2008 – 2010**Other Positions:****Senior Vice President, Asia: Brown Capital Partners (BCP) [USA]**

BCP is a New York based Merchant Banking and M&A advisory consultancy. Graham directly represented BCP in North Asia and helps to manage the South Asia office. He helped to evaluate deal flow from 12 affiliated offices, as part of the final project selection team and sat on the BCP Senior Advisory Board.

2010 – 2016**Chief Executive Officer: KEY-IN Data Solutions****[Philippines]**

Backed by Everest, a Hong Kong based Private Equity firm, Graham opened a Business Process Outsourcing (BPO) firm in Manila, Philippines. The firm specialized in serving Insurance, Legal and Medical customers in Asia, North America and Europe. It grew from 13 seats to over 300 seats within three years. A private sale of the firm was completed in 2007.

2005 – 2007**Chief Information Officer: DD Industries****[Hong Kong]**

DD Industries is a Hong Kong based manufacturing firm with divisions in Plastic and Printing. It is an OEM supplier to WAL-MART, Tesco, Walgreen, Safeway, Shoppers Drug Mart, Disney and Nintendo. Graham was hired by the Managing Director to modernize the Information Systems, as well as meet with key clients as the only native English speaking person in the firm. As CIO, he identified and implemented a full suite of Internet services including intranet, extranet and online HTTP based systems. He also implemented the Oracle ERP system and tele-presence systems. Finally, he developed an IT staff of 7.

2001 – 2003**Technology Architect: Bayer Canada****[Canada]**

Bayer is a multi-national pharmaceutical and chemicals firm. Graham was hired to lead the modernization of all computer systems from Netware/X.25 system to TCP/IP services. Graham then led the project that implemented new ERP and CRM systems when the conversion was completed. Finally, he was the Disaster Recovery Plan Leader and delivered 99.999% uptime for all business-critical systems.

1997 – 1999**Database → Systems → Network Analyst: AstenJohnson****[Canada]**

AstenJohnson is a multi-national Pulp & Paper supplier. Promoted several times, Graham was initially hired to maintain the proprietary corporate ERP system. He optimized it, reducing cycle time from 22 hours to 40 minutes. He also wrote custom software that helped the company earn several million dollars more per year. He then converted the firm from ARCnet/Token Ring to Ethernet while migrating from NetWare to Unix. He implemented a metrics dashboard that enabled management to monitor production in real-time.

1995 – 1996**Teaching Positions****Lecturer: Hong Kong Polytechnic University (POLYU)****[Hong Kong]**

Graham teaches courses on Robotics, Entrepreneurship, Project Management, Innovation Management and eCommerce at the School of Design at Hong Kong Polytechnic University. He also mentors Graduate and Undergraduate Final Year Projects, groups of between 150 to 200 students that generate 30 to 40 startups every year. Graham's students consistently win local, national and international competitions.

2012 – Present**Adjunct Professor of Practice: Gratia Christian College****[Hong Kong]**

Graham teaches eCommerce and Entrepreneurship classes in the School of Business at Gratia Christian College. He also mentors student teams in terms of commercial development, intellectual property, capital and equity structures, seed, launch, N-round, pre-IPO and IPO financing.

2015 – Present

3rd Sector Involvement

Startup Mentor: M-Lab, Cocoon, Good Lab, Science Park, CyberPort **[Hong Kong]**

Graham regularly organizes, hosts and/or participates in Startup-oriented events as a Subject Matter Expert, Exited Entrepreneur and Angel Investor at a variety of Hong Kong public and private incubators. He helped to deliver the first Hong Kong Startup Weekend (2012). He led the localization and delivery of the first Asia-focused Startup Leadership Program (2013 - 2014). He developed a curriculum for Entrepreneurial hopefuls to generate creative ideas and optimize their results at Startup events (2014 - 2016). He was the Treasurer of the first Makerspace in Hong Kong (2015 - 2016), and launched its Maker Monday program (2016).

Education, Certifications and Memberships

- 2016 MBA, University of Liverpool, United Kingdom
- 2014 Certificate in University Teaching, EDC, PolyU
- 2013 Introduction to University Teaching, EDC, PolyU
- 2012 Intermediate Cantonese, HKISS, Hong Kong
- 2011 Beginner Cantonese, HKISS, Hong Kong
- 2009 Harrison Assessments CORE Program (HATS), Human Potential, Hong Kong
- 2005 Chinese Certificate (Putonghua), Beijing Language and Culture University, China
- 2001 Business Certificate (MBA Core), University of British Columbia, Canada
- 2001 Caldera Linux Administrator (CLA), Provo, USA
- 2001 Caldera Linux Instructor (CLI), Provo, USA
- 1998 Master Certified Internet Security Specialist (MCISS), Vancouver, Canada
- 1998 Microsoft Certified Systems Engineer (MCSE), Vancouver, Canada
- 1998 Microsoft Certified Professional (MCP), Vancouver, Canada
- 1998 Microsoft Certified Database Administrator (MCDBA), Vancouver, Canada
- 1998 Microsoft Certified Trainer (MCT), Vancouver, Canada
- 1995 Undergraduate Degree (History/Computer Science), Concordia University, Canada

Books

- 2001 Caldera OpenLinux Workstation Administration, Caldera Press, USA: Provo.
- 2001 Caldera OpenLinux Server Administration, Caldera Press, USA: Provo.
- 2000 Migrating from Windows NT to Windows 2000, Coriolis Press, USA: Scottsdale, AZ.

Conferences and Public Appearances

- 2018 AI+Blockchain Panel (Speaker), SiliconSlopes, United States
- 2016 3rd Annual Future of 3D Printing In Asia (Speaker), 3D Printing Symposium, China
- 2015 2nd Annual Future of 3D Printing In Asia (Speaker), 3D Printing Symposium, China
- 2015 My Innovation Garden: Curiosity 3D (Exhibitor), CyberPort, Hong Kong,
- 2015 Exponential Futures Symposium (Keynote Speaker), Hong Kong,
- 2015 3D Printing in China (Keynote Speaker), International IT Fest 2015, Hong Kong,
- 2014 The future of 3D Printing in Asia? (Speaker), 3D Printing Symposium, Hong Kong
- 2014 Startup Weekend (Founder of HK Educational Program), Hong Kong
- 2014 Startup Weekend (Q1, Q1, Q3, Q4 Organize + Mentor), Hong Kong
- 2013 Software Freedom Day (Organizer, Keynote Speaker), Hong Kong
- 2013 Hardware Freedom Day (Organizer, Keynote Speaker), Hong Kong
- 2013 Education Freedom Day (Organizer, Keynote Speaker), Hong Kong
- 2013 Startup Weekend (Venue, Organizer, Mentor), Hong Kong
- 2013 Opportunities for Entrepreneurs and Freelancers in HK, Money Talk, RTHK, Hong Kong
- 2012 Startup Weekend (Q1, Q1, Q3, Q4 Organizer + Mentor), Hong Kong
- 2012 How to Get Started as an Angel or Micro Cap Investor, Money Talk, RTHK, Hong Kong

Languages

- English Native Speaker
- French Business Level Speaker & High School Leaving Certificate
- Mandarin Beginner - BLCU Certificate
- Cantonese Beginner - HKISS Certificate

Citizenship

- Canadian
- British