Professor Graham Leach

Graham is a decisive, experienced, urbane and organized expert who knows how to get things done in new environments with a high degree of uncertainty. A proven leader with extensive international experience and a track record of success, Graham specializes in delivering high performance teams designed to uncover innovative products, services and communities. His expertise includes Research & Development Management, Entrepreneurship, Innovation Management, Marketing, Business Development, Project Management and Design. A published author and in-demand speaker, Graham frequently appears at events focused on Design, Technology, Entrepreneurship and Innovation. Graham's MBA Dissertation focused on Entrepreneurship, introducing a cognitive model he designed to help startups improve their decision-making in fast-paced, information scarce environments.

Teaching

Lecturer: Hong Kong Polytechnic University (POLYU) School of Design   [Hong Kong]
Graham teaches Design Strategy, Entrepreneurship, Innovation, Robotics, Project Management and eCommerce courses at the Hong Kong Polytechnic University School of Design. He also mentors between 15 and 30 Graduate and Undergraduate Final Year Project Groups every year, comprised of 100+ students. PolyU Design 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 GCC student teams in terms of their design, commercial development, intellectual property, capital and equity structures, seed, launch, N-round, pre-IPO and IPO financing.
2015 – Present

Current Consulting & Advisory

Senior Economic Advisor, Aladdin Group   [Malaysia]
Aladdin Group is an Islamic-focused startup offering a broad range of *halal* compliant products and services to a global market valued at over USD2T. Aladdin offers three major services to the global Islamic community; Trade with *halal* certfied vendors; Fraud-proof Identity and Compliance services; and Islamic Finance.
2020 - Present

Senior Innovation Advisor, QubitTech Corporation   [United Kingdom]
QubitTech is a licensing company that develops and leases cutting-edge algorithmic trading systems to qualified investors and traders. Graham's role at QubitTech is to advise the QubitTech R&D program, and suggest ways and means of commercializing the output of that program, as well as educate the QubitTech community.
2020 - Present

Senior Commercialization Advisor, NEOHALE Corporation   [Russia]
NEOHALE is a medical equipment company startup with a range of products designed to treat upper respiratory infections such as pneumonia, rhinoviruses and coronaviruses using exotic mixes of Oxygen, Helium, Hydrogen and Nitrogen. Graham's role at NEOHALE is to advise on its commercial strategy using a data-driven strategy, and steer its marketing efforts in the most promising directions using human-centered design principles.
2020 - Present

Senior Internationalization Advisor, uCase Corporation   [Estonia]
uCase is a successful virtual conferencing startup with a large customer base in Russia. uCase has developed an improved version of ZOOM, with a larger and more comprehensive feature set. Graham's role at uCase is to help it develop and deliver a strategy that will enable uCase to successfully launch globally.
2020 - Present

Senior Strategic Advisor, dBa Corporation   [Hong Kong]
dBa is a cutting-edge audio research startup with a complete line of amplifiers and speakers that blend High Art with High Fidelity. dBa products are physically beautiful and leverage the latest advances in material science. Graham's role at dBa is to advises on its R&D and commercialization strategies.
2018 - Present

Past Positions

Chief Strategy Officer: Vevue   **[USA]**

Vevue is a 4th generation content delivery network focused on the media consumption habits of Gen Z and beyond, powered by Blockchain and Mobile technologies. As its Chief Strategy Officer, Graham was responsible for the ongoing operations of the company, as well as charting its strategic direction. Graham also completely redesigned its ecosystem and underlying token-based economy.

2018 – 2020

Chief Marketing Officer: WOKE   **[Hong Kong]**

WOKE is a Gaming startup that leverages Design Theory, Blockchain and Cryptocurrency to uncover a new form of digital entertainment. As the Chief Marketing Officer of WOKE, Graham identified and defined its flagship product - ***Rewarding Games*** - and oversaw the description and design of the Innovation Ecosystem needed to produce them. He also played a key part in guiding the economic design of WOKE, including its tokens, target markets and customer segmentation strategy.

2018 – 2019

Senior Vice President, Asia-Pacific: Brown Capital Partners   **[New York]**

BCP is a New York based Merchant Banking and M&A advisory consultancy. Graham directly represented BCP in North Asia, managing the Asia-Pacific office. He also helped to attract, evaluate and filter deal flow from 12 affiliated offices as a member of the Selection Team and Advisory Board.

2012 – 2016

Director of Sales & Marketing: Human Potential   **[Hong Kong]**

Human Potential is a Hong Kong headquartered psychometric firm. As Director of Sales, Graham addressed a broad portfolio of requirements. First, he helped to double top-line sales. Next, he designed, and launched two entirely new Lines of Business, winning significant new business with AMWAY China and other global brands. Then, he identified markets and marketing strategies for HATS, a new business-oriented psychometrics tool. Finally, he re-implemented the distributor training system and doubled the size of the distributor network.

2010 – 2012

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 1,000 seats in just over 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. DD 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 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 hired, developed and managed a staff of 22 persons.

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. Graham was responsible for the national telecommunications network and overall technology strategy direction and implementation.

1997 – 1999

Past Projects

Project Lead, Economic Design: ANCHOR   **[Switzerland]**
ANCHOR is a stablecoin issuer. Graham was contracted by ANCHOR to perform an audit on the underlying economic theory of the ANCHOR token, which led to a complete re-design of the financial underpinnings of its ecosystem. Graham also enlisted a roster of luminary advisors to ANCHOR from the ranks of academia and finance to help broaden and deepen the thinking behind the ANCHOR token.
2019

Business Strategy Lead: SingularityNET   **[Canada]**
SingularityNET is an Artificial Intelligence startup that intends to one day deliver to the world a completely decentralized global computing ecosystem along free market lines. Graham generated the Project Strategy and Business Plan in support of the record-breaking SingularityNET ICO, which successfully raised USD36M in 65 seconds. Graham wrote extensively about the project, conducted interviews on its behalf and represented it at conferences and other public events.
2017 – 2018

Managing Director: Robotics Garage   **[Hong Kong]**
The Hong Kong Science and Technology Parks Corporation is a government agency that operates the two largest Incubator in Hong Kong, Science Park and Cyberport. Graham was contracted by HKSTP to Build, Operate and Transfer the ***Robotics Garage***, the largest maker space in Hong Kong. The Robotics Garage is 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]**
The School of Design is the top Design School in Hong Kong. Graham was asked by the Dean to lead the definition of ***Ignite Innovation!***, a project intended to design and deploy a cutting-edge Innovation Ecosystem at the Innovation Tower, the new home of the School of Design. ***Ignite Innovation!*** proposed, developed and implemented a set of interdisciplinary collaborations between the government, commercial and social sectors.
2012 – 2013

Volunteering

Entrepreneur in Residence, M-Lab   **[Hong Kong]**
M-Lab was the first academically-sponsored accelerator in Hong Kong. Founded by the PolyU School of Design, it hosted a number of award-winning, successful startups. Graham was its first *Entrepreneur in Residence*.
2010 - 2014

Startup Mentor, Good Lab   **[Hong Kong]**
Good Lab was the first 3rd sector oriented startup incubator in Hong Kong. Its mission was to support startups that sought to identify and implement "triple bottom line" value creation. Graham was its first *Startup Mentor*, and organized the first-ever *Startup Weekend* at Good Lab in 2012.
2012 - 2016

Startup Advisor, Cocoon   **[Hong Kong]**
Cocoon was the first commercial Internet startup workspace in Hong Kong. Formed using a membership model, Cocoon hosted hundreds of WWW and Internet-oriented startups. Graham was one of its first Startup Advisors, and acted as a liaison between Cocoon and PolyU Design, giving Graduates somewhere to go.
2013 - 2017

Founding Member & Treasurer, Dim Sum Labs   **[Hong Kong]**
Dim Sum Labs is the oldest hardware-oriented maker space in Hong Kong. Graham was a founding member. In 2015 and 2016, Graham was the Treasurer, pulling DSL away from insolvency. In 2016, he launched the Maker Monday Program to increase inclusion and diversity at DSL using human-centered Design principles.
2010 - Present

Education, Certifications and Memberships

- 2019   Blockchain Strategy Certification [Candidate], Oxford University, United Kingdom
- 2019   Blockchain Essentials Certification, IBM, USA
- 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 Certification, 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

- 2020:   Quantum Computing & Algorithmic Trading, QubitTech, Dubai (virtual)
- 2019:   Increasing Trust in iGaming, Asia Pacific Blockchain Summit, Singapore
- 2019:   Blockchain in the Real World (Keynote), The Berkeley Group, Hong Kong
- 2019:   Asian Private Equity Round Table (Participant), Akin Gump, Hong Kong
- 2019:   Keynote: Security Token Design Patterns, IDCM, China
- 2018   Blockchain For Real Beginners, CIC InnoTalk, Canada
- 2018   AI+Blockchain Panel (Speaker), SiliconSlopes, United States
- 2016   3nd 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   Startup Weekend (Venue, Organizer, Mentor), Hong Kong

Languages

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