



A proven leader with extensive international experience and a track record of success, Graham specializes in designing and delivering high performance teams to support the launch of innovative products, services and communities. His expertise includes Research & Development Management, Entrepreneurship, Innovation Management, Marketing, Business Development, Project Management and Design. An author of numerous works, Graham frequently speaks about High Technology, Design, Business Model Development and Startups. Graham's MBA Dissertation focused on Decision Making, and in it he introduced a cognitive model designed to help executives improve their decision-making in fast paced, information-scarce operating environments. He is an experienced, urbane and organized expert who knows how to get things done.

Consulting & Advisory

Chief Operating Officer / Chief Strategy Officer, Vevue

[USA]

Vevue is a "next generation" multimedia-based social media network focused on Gen and beyond, powered via the innovative use of Blockchain and Mobile technologies. As the Chief Operating Officer / Chief Strategy Officer, Graham is responsible for the ongoing operations of the company, as well as charting its strategic direction. He completely redesigned its ecosystem and underlying token-based economy. He is leading the fund-raising for the company and is helping it to prepare for its Security Token Offering.

2018 –

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 such things as its token types, target markets and customer segmentation strategy.

2018 –

Business Strategy Lead, SingularityNET Project

[Canada]

SingularityNET is an Artificial Intelligence + Blockchain + Cryptocurrency startup. Graham generated the Project Strategy and Business Plan in support of its record breaking fund-raising campaign, which generated USD36M in 65 seconds. After that, Graham wrote extensively about the project, conducted interviews on its behalf and represented SingularityNET at SiliconSlopes, a Sundance Festival-related ICT conference of over 12,000 participants held in Salt Lake City, Utah. Graham is currently an Advisor to SingularityNET.

2017 –

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 –

Career

Managing Director: Robotics Garage, Science Park

[Hong Kong]

Science Park is the largest government-sponsored Business Incubator in Hong Kong. Graham was contracted to design and deliver, the **Robotics Garage**, which is now the largest Makerspace 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]

Hong Kong Polytechnic University is the largest University in Hong Kong, and the School of Design is the top Design School in Hong Kong. Graham was tasked by the Dean of the School of Design to lead the definition of **Ignite Innovation!**, a project intended to design and deploy a cutting-edge Innovation Ecosystem at the Innovation Tower, the home of the School of Design. **Ignite Innovation!** proposed, developed and implemented interdisciplinary collaboration between the government, commercial and educational sectors using concepts drawn from the triple helix approach to innovation ecosystem construction (Stanford University).

2012 – 2013

Director of 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**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 22.

2000 – 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**Teaching****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 –**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 –**3rd Sector****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).

2012 –

Education

- 2019 Blockchain Strategy Programme, Saïd Business School, Oxford University, UK
- 2016 MBA, Entrepreneurship & Innovation, University of Liverpool, UK
- 2001 Core MBA Certificate, Strategic Management, UBC, Canada
- 1995 BA, History & Computer Science, Concordia University, Canada

Certificates and Memberships

- 2019 Blockchain Developer Fundamentals, IBM, USA
- 2019 Blockchain Essentials, IBM, USA
- 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 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

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

- 2019 Belt & Road Initiative, Blockchain Keynote Speaker, Shenzhen
- 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 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

Languages

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