

SHANE DILLON

Summary

A pragmatic and experienced Asia literate leader with a track record of charting and implementing technology and data science based growth strategies in new ventures and turnarounds across ASEAN.

16 years' Asia experience recruiting, leading and aligning multicultural and geographically diverse teams in corporate insurance and financial services firms and start-ups in EDtech/HRtech/Insurtech.

I am experienced in all aspects of business operations from green field strategy, new venture launch, branding, marketing, business development, operations, and management. I have a wide network and knowledge of the business, government, media and education sectors across Australia and ASEAN.

A problem solver who can communicate with a wide network of stakeholders, be trusted with high expectation and responsibility and deliver outstanding results.

Experience: Strategy, Branding & Marketing, Business Development, Data Science.

An ambitious and focused individual with a dedication to lifelong learning and academic study.

Work History

Founder

Cturtle | UniAdvisor

2016 – 2020

Awards: PIEoneer of the Year (Shortlist 2017), QUTbluebox (2018), TOP100 (Asia Pacific 2018), CAMP (2018), Australia China Business Awards 2019, ReImagine Education Awards (2019).

Fundraising: Raised angel funding from USA and Australian private and institutional investors.

Strategy: Created and executed the business strategy that has tracked **1.5M international alumni** and **20,000 hiring managers** across ASEAN and Greater China who have studied in Australia, USA, UK, Canada and New Zealand.

Marketing: Featured in 200+ media publications and **750,000+ unpaid online reach per month.**

Head of Business Development

Pacific Cross Insurance Group

2015 – 2016

Reporting to the board for a regional insurance and TPA provider responsible for ASEAN growth and distribution of our services, product developments and partnerships. 500+ Employees and Annual Recurring Revenue US\$75M.

Head of Operations and Business Development

Pacific Cross Insurance Group - Vietnam

2012 - 2015

Health and Travel TPA service provider in Vietnam. Revenue improvement from 1M to 5M.

Profit/Loss from -250K to 3M). Team growth from 15 to 75 people.

Managing Partner (Vietnam)

TWM Ltd.

2009 – 2012

Singaporean investment management and brokerage business. AUM 50M USD.

Head of Mathematics Faculty

2004 – 2009

Curriculum Design for international schools in South Korea, China, Ukraine and Vietnam.

Education

MicroMasters of Statistics and Data Science MITx - Massachusetts Institute of Technology	2020 - 2021
Master of Business Administration with Distinction Faculty of Business, RMIT University	2015 – 2016
Inaugural awardee of the Asian Business Center full scholarship.	
Post Graduate Certificate (Economics) Faculty of Economics, Murdoch University	2012 - 2014
Post Graduate Certificate (Wealth Management/RG 146 Compliance) Faculty of Business and Law, Deakin University	2008 – 2010
Post Graduate Certificate (International and Community Development) Faculty of International Development, Deakin University	2007 - 2009
Bachelor of Applied Science (Mathematics / Data Science) Faculty of Mathematics, Queensland University of Technology	1999 – 2003

Interests

Surf Rider Foundation – Keepers of the Coast Mentor	2018 - 2019
China Australia Millennial Project (CAMP) Finalist – Bilateral Think Tank program focused on Australia China business opportunities.	2018
QUTbluebox Accelerator Program (2 nd Pitch Final) (1 st Funding Raised).	2017 - 2018
Australian Chamber of Commerce (Vietnam) Board of Directors	2014 - 2016
ERC University Board of Industry Advisers	2010 - 2013
Entrepreneurship Founder/Board: Beaten Path Software, Tenzing Pacific Services.	2012 - Present
Public Speaker:	2009 - Present

ISANNA, CPA (Vietnam), EdTech Asia, HR1, RMIT University, QS Apple Conference, TiQ, QUT, ERC, TWM, Hatch Fair, AUSCHAM, e27 Pitch, France Vietnam Job Fair, Education USA, Australia ASEAN Education Dialogue, Reimagine Education Awards.
