

CRAIG JASON TAM WING

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Innovative, energetic BBBEE candidate leader with a high EQ and social conscience that takes initiative and calculated risks to drive change resulting in strategic and high quality deliverables. Highly analytical and creative thinker with dual Master's degrees in Business (MBA) and Usability (UX) Engineering (MSc).

- Strategy and Execution
- Lean Startup Theory and Usability
- Corporate Culture and Futurist
- Partnership development
- Project and change management
- Self Directed with strong team dynamics

PROFESSIONAL EXPERIENCE

FutureWorld International, Partner

August 2014 – current

Futurist and Strategist to help companies align corporate culture and business strategy an exponentially changing world. Interventions include keynote speaker, facilitator, thought leader and public figure. Clients include: Discovery, Barclays, Standard Bank, Old Mutual, Tata Motors, BMW, Huawei, Alexander Forbes, Telesure.

Sahara Systems, Head of Enterprise Software

May 2014 – July 2014

1 of 3 executives to create a future business that includes 3D printers, smart devices and cloud solutions.

Results: *In 3 months, valuation over R5m with global agreements and cash flow positive*

- Partnership/reseller agreements with Google, Amazon, Salesforce. Launched Google Apps reseller business in 2 months with over 2,000 pipeline licenses and 200 closed deals.
- Joint Ventures with 4 companies in sectors such as Business Intelligence, 3D printers, SAP and Salesforce.

Google, Head of Small Business Marketing and B2B Lead

July 2011 – April 2014

Only African SMB marketer delivering 19.7% of total ZA revenue **Results:** *SMB revenue over \$4.5M, YoY growth of 85%. Drove Woza Online resulting in 75k new businesses with websites in first year.*

- Portfolio accounts for 19.7% of total South African Revenue. 9th largest revenue market in SEEMEA and for markets delivering over \$1M per Q is the 3rd fastest growing.
- Grown Google Engage for agencies revenue by over 122% YoY. Projected to bring in \$620k rev in Q3 '13 (approximately equal to total Romanian SMB revenue)
- Led www.wozaonline.co.za, largest Google African initiative including partnership development with Vodacom, DTI and the HRDC. 2nd fastest website creation in emerging markets. Total market value \$100M with \$1m worth of PR with \$15k budget: TV and radio interviews, editorial and press coverage.
- [SolveforX](http://SolveforX.com) (Google X) global co-lead of strategic partnerships to create community of “Moon shot” thinkers.

CLEANTECH U, Executive Director, San Francisco, California

June 2010 – March 2011

Non-profit improving efficiency of natural resources in partnership Net Impact, Ashoka U and 10 leading universities in the U.S, China and Europe to develop cleantech entrepreneurs and leaders. Results: \$200k in grants, 3 business plan competitions, 2 courses, 3 consulting teams and 2,000 students exposed to cleantech.

- Launched at 9 U.S. universities including Yale and USC, two Chinese universities (Tshingua and Beijing) with enquiries from Ireland to Brazil. Profiled at *Clinton Global initiative* of creating impactful market based solutions.
- [TEDx speaker](http://TEDx.com) for innovative, game changing business model
- Created a *world-class program* using theories of *Positive Deviance, Clustering and Innovation Platforms*.

WINGNUTS CONSULTING, Founder and Managing Director

2005 – 2009

Consulting to entrepreneurial startups, developing education and leading national discussions. Results: 1,000 students mentored, 250 business plans written and over 30 businesses started.

- Founded *Innovation and Entrepreneurship* office to assist science students to commercialize research and raised \$400,000 for “Centre of Entrepreneurship”. Developed *entrepreneurial curriculum* and *facilitated workshops* including 30 private and public guest speakers.
- *Business mentor* to South African and Ghanaian (pro bono) students with emphasis on *strategy, technology entrepreneurship* and specific challenges for *African entrepreneurs and leaders in a global world*.
- Facilitated *scenario planning* on sustainability issues to affect business and government for the next 20 years. Delegates including leading scientists, corporations and emerging leaders.

DELOITTE | Dept of Science & Technology, Commercialization Officer

2005

10 scientists for inaugural Public/Private relationship to catalyze innovation for the South African Government. Analyzed portfolio, implemented “super-growth” techniques. Results: \$500k to \$5million investments.

FOCAL POINT ENGINEERING, Founder

2003 - 2005

Software technology company to commercialize research project (Revision) for partially-sighted children using image-processing techniques. **Results:** Provisional patent and several awards.

EDUCATION

Saïd Business School, Oxford, United Kingdom

Leadership in the African context, AFLI Desmond Tutu Fellowship

2015

BABSON COLLEGE, F.W. OLIN GRADUATE SCHOOL OF BUSINESS, Boston, Massachusetts, U.S.

Master of Business Administration, GPA 3.6 /4.0

May 2010

Focus on *Leadership, Entrepreneurship, Management Consulting and Strategy*.

Babson *Class President* (2009 - 2010), 1st year *Vice President* (2008) on *Graduate Student Council* and *leadership award*.

First non-U.S. President that led a team of 12 redefining the student experience by deepening inter-discipline interaction across 4 programs. Initiated change project resulting in curriculum review and heightened student involvement in administration, career services, alumni. Lauded as one of the best leaders, developed at Babson.

UNIVERSITY OF WITWATERSRAND, Johannesburg, South Africa

Master of Science in Engineering (Usability) - resulted in South African provisional patent

June 2006

Bachelor of Science in Engineering – Electrical Engineering, Information option, dual majors

December 2002

ACADEMIC ACHIEVEMENTS

Harambe Endeavor Alliance member: aspiring African leader

One of five Frederic C. Hamilton Scholarship for significant entrepreneurial experience

Ashoka U Changemaker - Led campus incubator concept to improve success of startups

Mail and Guardian, FM Campus (Financial Times) and Future Choice Magazine – Top 100 students in South Africa

LEADERSHIP, PROFESSIONAL AFFILIATIONS & SPEAKING ENGAGEMENTS

AFLI Desmond Tutu Fellow for extraordinary leadership activities

Former Council member of PACOFS, advising Minister of Arts & Culture

Board Member: WoMeng, , Moving into Dance Maphatong

Destiny Man Magazine: Top 40 under 40, World Economic Forum: Global Shaper, Mail and Guardian: Top 200 under 35

“I’ts my Biz” advisor on national South African TV series (ETV) and profiled entrepreneur on I-dentity

Guest Lecturer at GiBS, Indiana University and Wits Business School

Presenter at TEDx/Ashoka U: Innovating education practices

Board member: Babson Social Innovation Lab and Associate of the Babson Social Entrepreneurs Alliance Program

Guest speaker at the inaugural Academy of Distinguished Entrepreneurs

Alumni of the Cambridge Program for Sustainable leadership (CPSL)

Meltwater Entrepreneurship School of Technology: Business mentor

Enablis - network of entrepreneurs – member, E-circle Facilitator and member council director

Guest speaker for West African Students Union, Bright Young Minds, and Black Management Forum

Engineering Council for South Africa and Institute of Electrical and Electronics Engineers

Christian Counselor, University of Pretoria

AWARDS & MISCELLANEOUS

Most “Googley” African employee in 2012

Facilitator on Infrastructure and Investment for City of Tshwane

Winner: Babson Case Consulting Competition and Enablis / Business Report Challenge – ICT Entrepreneur Challenge

Finalist: Wharton African, Knox Lawrence International, NECINA business plan competition, T-Systems “Age of Innovation & Sustainability Awards” – Most outstanding new innovation

Semi-Finalist: Dell Social Innovation Competition

Highest place team for international “Innovation Challenge” at Babson College

Provision patent holder for two different technology innovations

Fluent in English and Afrikaans; working knowledge of Cantonese, basic understanding of French

Backpacked South America, South East Asia, and Missionary to Mauritius

Tandem skydiver, Swam in the Amazon, Hiked Machu Pichu, travelled to over 25 countries