



Summary Alan has over 3 decades' experience locally and internationally building enterprises across technology, training & management skills, career transition and wholesaling/distribution. Since late 2008, Alan has focussed on the creation and implementation of a 21st Century model of specialist education, in partnership with the mainstream, to better serve the long term needs of people who are blind or vision impaired of all ages. Behind this success is a passion for long-term strategic relationships coupled with a commitment to delivering above expectations.

- Career**
- ❑ Alan is behind the foundation, launch and ongoing strategic development of **Insight Education Centre for the Blind and Vision Impaired**, based in Melbourne. He has created and promoted a new education model that sees Insight, the only specialist education provider in Victoria, operating in close partnership with mainstream education. He has won major support from state and federal governments and from many large and small philanthropic organisations. The Insight hub at Berwick is fully operational. *InsightOut* is operational, taking Insight, its skilled teachers/aides, explicit education programs and technology out across the state to ensure children in need have access to Insight “locally”, whether through Mobile Classrooms (3 now in operation) or Satellite Units (to be established from 2020) embedded in mainstream schools.
 - ❑ In January 2009, Alan and his partner launched the **TooLate** range of watches imported from Italy. Alan led the Australian sales, marketing and market development of this innovative exciting fashion craze that took the accessories world by storm. Through his efforts, TooLate and the full accessories range went on sale throughout Australia (over 500 outlets, including 8 retail chains, such as David Jones, Target and Beach Culture).
 - ❑ Developed for the US consultancy firm **Right Management Consulting** a local “CEO and C-suite outplacement service” as a nested business model, brand strategy and positioning within Right’s global model in 4 months. Built marketing and communications support and a full service delivery process. Established internal delivery capacity and a mosaic of external professionals to support service suite delivery. Entered 6 of the top 10 ASX-listed companies and developed ongoing relationships at CEO or GM level in 40 Melbourne-based corporations.
 - ❑ Founded **The M.I.T. Center Srl** in Italy in January 1991 (initially in Turin then added Milan, Rome and Venice Province), developing it into a noteworthy presence in executive / technical training and document / software translation in Italy. Alan started the business with no initial local contacts or local language skills. Long-term client list included 14 Fortune-50 companies plus other major US and European companies. Clients included The Coca-Cola Company, Kimberly-Clark, SCA Packaging, Nokia, Citigroup, Nestlé, Diageo, Abbey National, Hitachi and SEAT (Yellow Pages), plus government departments such as the Justice Ministry and ENEL the power generator and distributor. Moved the HQ to Milan in 1999 and facilitated an MWO in 2007. Moved to Australia with his family in August 2007.
 - ❑ As a **Pratt Group** manager, worked for three years on the technical assessment of potential technology investments and established the first Computer & Technology group to serve the needs of the paper & packaging group.
 - ❑ As a rookie IT Account Executive in the early 80s with **ICL (later becoming Fujitsu)** on a new business territory and no base clients, achieved sales targets in first two years, specialising in targeted senior management cold calling.

- As the youngest ever **Medium Systems Marketing Manager** with **ICL**, introduced new systems and conducted sales/technical training in Australia, New Zealand and Papua New Guinea for one of Australia's first ever **WP** systems and a complete range of medium capacity computer systems. Interfaced with **UK (HQ)** marketing on product/market strategy. Award-winning project manager for company's exhibit at international **IT** show. Alan was recruited by **ICL** and started with the company in 1977, immediately upon graduating as a communications and electronics engineer.

Interests

- Brain function and Education - how language operates in the brain; published papers while in Italy on second language acquisition, operation of "filters" and perfecting technical translation techniques
- Scuba diving, horse treks, mountain walks, marathon running

Education

- B. Eng. (Comms.)