

# GREG TWEMLOW

A: 2/13 Eustace Street, Manly, NSW Australia 2095 ✉ [g@twem.co](mailto:g@twem.co) ☎ +61 412 555 416

## CEO | C-level Executive | Director/Secretary

CONCEIVED & LAUNCHED NFP | INCUBATED & ACCELERATED START-UPS | EXPERT COACH & MENTOR

*“Taking ownership” is a core competency that differentiates me from many other people. No matter the challenge, when I take on an assignment, I take 100% ownership to deliver what you need.”*

## KEY VALUE PROPOSITIONS

- Confidence to deliver results applying strengths gained from a multifunctional background, multi-industry experience and multicultural awareness; proven adaptability and willingness to change by consciously taking on challenging roles in new industries delivering value on every occasion
- Wide interests in business and personal life enabling a fresh, tech-driven perspective; determined, resilient seeking data to validate problems and solutions, adapting working style to suit the team and a proven focus on helping everyone contribute and be recognized
- 30+ years of business achievements across several industries managing high value technology companies, corporate change projects, business units and company turnarounds
- Expert in project management, financial management, negotiating contracts and managing contract compliance; a clear communicator and a strong facilitator and presenter
- Comfortable working with “C” level management and Boards of Directors including as a Director, Board Secretary and Governance advisor

## DEMONSTRATED SKILLS

- Market and product development: identifying products and solutions to meet latent market demands across global markets
- Developing “go-to-market” plans: R&D, product development, business support and business development
- Business planning/capital raising: for start-ups or strategic development
- Securing successful joint venture partnerships: for product development, business development and commercial realization
- Innovation and patent protection
- Business development: including negotiation and product development across teams
- Marketing - knowledge of SEO and keyword planning
- Developing, implementing and managing business processes
- Developing/leading senior executive teams: across all stages of the business cycle
- Project management: including management of global teams
- LEAN Startup and AGILE development expertise
- Proven coach and mentor