

## Morris Dino Fedeli

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### Career Objective:

"combine my multi-cultural travel and work experience with my professional business acumen, excellent technical know-how, sales/ marketing, operational experience and ability to educate and collaborate with others together with my versatility, excellent negotiation skills, drive, commitment, passion and determination to succeed"

### Preferred Roles:

CEO/COO/CTO/CIO/VP  
ICT/Technical Director  
Business Development/  
Marketing/Events Manager  
Special Projects/Strategic/  
Project/Product/Service/  
Program Manager  
Educator/Host/Presenter

### Personal:

Date of Birth: 17/06/1967  
Single No Dependents  
No Smoke, No Drink, Drug Free  
  
High Security Police Clearance,  
open VISA/Citizenship/Residency  
to over 47 countries Worldwide  
  
Fluent English, Italian,  
basic French, Tagalog, Mandarin

### Skills/Certificates/License:

APEC Business Travel Card  
International Teaching License  
International Drivers License  
Certificate in Four Wheel Driving  
Dale Carnegie Leadership  
Corporate Member of PCS  
First Aid Certificate  
Survival Training  
Master Magician  
skilled at board games, cards,  
billiards, chess, puzzles, quizzes

### Qualifications/Affiliations:

B App Sc Maths(Stats, Research)  
B Bus Computing (Mktg, Mgmt)  
Certified MACS (Proj Mgmt)  
Grad Dip Technology Mgmt(IT)  
MBA (Tech Mgmt) Info Tech  
JP (Qual) Prof Cert TESOL  
AIIA IFIP AOQ PCP  
APESMA AFAIM

## Summary

[ full details available at website [www.fedeli.nu](http://www.fedeli.nu) ]

My career experience spans over **25 years in Management, Marketing, Education, Administration, and Operations across three continents.** I am a visionary, high achiever and successful leader with excellent communication and negotiation skills. I have a passion for success and in educating others to achieve their best.

As an **entrepreneur, business leader and educator**, I possess many valuable skills and undertaken extensive professional and personal development programs providing me with key strengths and expertise in several areas of **business, information technology, telecommunication and law.** This has resulted in completing several technical, business and humanitarian projects partnering with people at various levels from laymen to presidents of foreign nations.

I am **independent worker yet team player, results driven, motivated by challenges, who works well under pressure and am able to transform opportunities into profitable business ventures.** Client focused and solutions oriented, I enjoy **educating other business leaders** and my future interests lie in **developing business opportunities and managing projects** which combine my great **skills in strategic management, business development, managing teams, events and training, and results oriented marketing and sales.**

## Professional Experience

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### CEO/President/Managing Director/COO/Vice Chairman/Strategic Manager

#### Business Development Manager/Marketing/Sales/Event/Project Manager

- Directed and managed financial, purchasing, administration, operations, marketing/sales, training, rental divisions
- Developed personnel recruiting, negotiation, hiring, training, recognition and development program including accredited internship/OJT programs in conjunction with leading Schools and Universities (Philippines & Australia)
- Managed budgets, accounts receivables/payable, P&L, finance, import/exports and vendor relationships
- Managed capital and engineering projects, warehouse operations, quality policy and procedures
  - 1993 Obtained **Quality Assurance ISO9002** and **GITC preferred government supplier accreditation status**
  - Expanded and franchised business operations, proficient with mergers, acquisitions and floats
  - 1995 Founded **Odyssey World Pty Ltd**, the second oldest ISP business and **first franchised group in Australia** with offices throughout the eastern coast
- Developed innovative and creative approaches to business
  - 1992 Established **Direction Media Services** integrated computerized desktop pre-press facility
  - 1997 Established **Odyssey World's Webfactory and Ecommerce** multinational division with operational presence in **Switzerland, USA, HK, Australia and Philippines**
  - 2002 Pioneer/Founder of the **first city wide Wireless ISP** in Brisbane Australia, **Satellite & Wireless**
  - 2004 Developed the concept of **xShoring**, established a working BPO business model through PSC
  - 2005 **Worldcom, first wireless provider in Philippines**, based in Makati, later merged/sold off in 2007
- Developed CRM systems with 92% effectiveness (rights owned by TRANSCOMP subsidiary of Techmore Pty Ltd)
  - 1986 At 19 I developed solo the successful **DBS Direct Marketing Software for AMWAY CORP** Australia
- Industry recognition
  - 1994 Techmore Pty Ltd, the largest privately held Computer & Communications Rental Company in Queensland is awarded **"Top 10 Computer Solutions Provider in QLD"**
  - 1997 Odyssey World Pty Ltd web development division awarded **"Best Web Site"** by Netguide USA
  - 1998 Techmore Pty Ltd voted **"Best Value for Money ISP"** by a leading UK magazine
  - 1997-2010 Profiled in leading newspapers and magazines for my achievements and in **"Stanford's Who's Who of Australia"** as well as appeared on several TV and Radio programmes
- Industry spokesman
  - 2001-2004 Selected as Board Member and **Vice Chair of the Board Executive Committee of the Australian Computer Society**, the peak professional IT body responsible for 37,000 ICT professionals

### Technical Director/CTO/Director of Fulfillment /Project Manager

- Oversaw and managed procurement process, including research and testing of equipment, requisitions, vendor contacts, collaboration with industry groups, development of infrastructure, maintenance
- Head of **Research and Development** within the manufacturing division and **Software Development**
- Developed **ERP/CRM system TECHBase** to track sales and rental of equipment, scheduling maintenance
- Responsible for all aspects of the Technical Service and Support division
  - 2001 **ACS, Project Manager** for the development of their National Collaborative Web site presence
  - 2004 Providence Solutions obtains **Microsoft Certified Partner and CMMI level 5** compliance
  - 2004 Selected as **National Co-Chair, Philippine Computer Society, Web Site Development Committee**

### Training Center Director/Educator/Trainer/Host/Presenter/Director of Studies

- Oversaw the operations of the training center including purchasing, scheduling resources, timetables
- **Development of curricula**, training materials and participated in weekly curriculum development meetings
- **Conducted** interactive, technical, classroom (seminar/presentation) style **training** for clients
- Established and was editor for **TECHnews** and **Employment Resources** and contributed to leading technology publications, magazine, newspapers, journals and also was published in some books and websites
- Developed effective teaching methods, tools and methodologies for online learning
  - 2005 ACS through the ACSLink project commissioned me as **Project Manager** to design and develop their **collaborative online e-learning platform called ACSLearn** involving over 2000 man hours
- Interactive weekly **Radio/TV hosting** on 4BC and RJ TV covering business, IT, Telecoms and Broadcasting topics
- **Project managed** the establishment of a new **Education Center** including design, construction, implementing business systems, hiring of staff, infrastructure, course materials, marketing/sales, enrollments (China)

This is a brief summary only. Work History and Referees as well as copies of my qualifications are available at my website [www.fedeli.nu](http://www.fedeli.nu) for downloading or upon request you may email me at [morris@fedeli.nu](mailto:morris@fedeli.nu). Thank You.

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Grad Dip Technology Mgmt(IT)  
MBA (Tech Mgmt) Info Tech  
JP (Qual) Prof Cert TESOL  
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APESMA AFAIM

## Work History – major only

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### 2008-2010 PSC/Hydrocore/ePower/BH/ES

**Strategic Consultant/Trainer/Non-Executive Director/**  
(Australia, Philippines, China, Thailand)

### 2005-2006 RJ Holdings Inc/WorldCom Wireless [www.rjplanet.com](http://www.rjplanet.com)

**Founding Director/Project Director, IT Director (Philippines)**  
**Director for chain of Internet Cafés, Production Manager**

### 2004-current Providence Solutions Corporation [www.providencecorp.com](http://www.providencecorp.com)

**CEO/President/ Director of Business Development**  
**Sales & Marketing Manager, Recruitment, Project Manager**  
(Australia, Philippines, China)

### 2003-2005 Philippine Computer Society 2002-2005 Satellite & Wireless [www.satellite-wireless.com](http://www.satellite-wireless.com)

**Co-Chair National Executive Web Committee**  
**Shareholder/Founding Director (Australia, Philippines)**  
**Business Development Manager**

T/A PROVIDENCE SOLUTIONS

### 2001-2004 Australian Computer Society [www.acs.org.au](http://www.acs.org.au)

**Software Developer, Project Manager, Trainer/Public Speaker**  
**Vice Chair/Board Executive Member**  
**Project Manager National ACSLink Collaborative Web Project**

### 1995-2002 Odyssey World Pty Ltd [www.odyssey.com.au](http://www.odyssey.com.au)

**Managing Director, Training Director**  
**Sales & Marketing Manager, Service & Support Manager**

### 1992-1996 GRUNT/QANTM – Making Space [www.qantm.edu.au](http://www.qantm.edu.au)

**Vice Chair - Association, ICT Sponsor TM, OW, S&W, PSC, BH**  
**Non-profit organizations, educational and commercial enterprises**

### 1988-2002 Techmore Pty Ltd

T/A TRANSCOMP  
T/A DIRECTION MEDIA SERVICES  
T/A ODYSSEY COMMUNICATIONS  
T/A TECHRENTALS.NET  
T/A TECHMORE TRAINING CENTER

**Managing Director, Training Center Director (Australia)**  
**Hardware & Software Engineer, Marketing & Sales Manager,**  
**Solutions Consultant, Purchasing & Finance Manager,**  
**Operations Manager, Trainer/Presenter, Desktop Publisher,**  
**Project Manager, Research & Development Manager**  
**Hardware and Software Development Manager/Director**

**1988** At age 21, after completing degrees in business and computing, I established what became a multi million dollar IT business, Techmore Pty Ltd. I was commended by industry and local state government for my efforts in developing the awareness of technology within the community and instilling strong work ethics among local graduates by offering them work opportunities alongside training sponsored by Apple, Silicon Graphics and Techmore Pty Ltd.

### 1986-current QUT/UQ/AIM/RJ/ES/BH

**Educator, Trainer, Teacher, Lecturer, TV/Radio Host,**  
**Presenter, Public Speaker (Australia, Philippines, China)**

### 1984-1986

**Awarded the Lend Lease Scholarship, (Top 10 Australia wide)**

## Skills

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I am a successful business leader who enjoys meeting new people, fostering new relationships and sharing my knowledge with others. I have undertaken a number of IQ, Psychological and Personality tests. These are some of my known qualities and skills:

### Personal Qualities (significant traits):

- Leader, Visionary, Creative, Innovative
- High Achiever, Strong Motivator
- Negotiator, Collaborator, Team Player
- Determined, Committed, Optimistic, Driven
- Passionate, Enthusiastic, Empowering
- Quick learner, Adaptable, Organized
- Proactive, Versatile, Resourceful, Skilled
- Dependable, Reliable, Trustworthy, Objective
- Professional, Perfectionist, Competent
- Adventurous, Inspirational, Philosophical
- Believer in Social Justice and Scientific Evidence
- Good with Numbers and Memory for Facts
- Strong Design, Implementation & Coordination skills

### Computer and Internet Skills (some only indicated):

- Productivity: Word, Excel, Powerpoint, OpenOffice
- Accounting: QuickBooks, MYOB, Attache plus several other custom accounting systems
- Internet: Email, Web Browser, FTP/Telnet, Yahoo, videoconference tools, online learning technologies
- Multimedia/Graphics: CorelDRAW, Photoshop, Premier, Dreamweaver, Autosketch and various audio/video editing suites
- Databases: Access, DBase, SQL, Progress, Clarion
- Application Servers: Apache, IIS, Macromedia, Windows Media, Sharepoint, sendmail
- Communications/Security/Diagnostic tools
- Development: as a **Software Engineer**, I have developed solutions in over 30 different languages
- MCSE, MCSA, Network+, A+, Project+
- OS: Windows, various flavours of Unix, Novell environments, LAN/WAN/Wireless
- **Network Engineer/Software Developer**
- Hardware: Experienced with printer, plotter, scanner, networking, broadcasting, storage, and various server technologies as well as thin client
- Knowledgeable with environmental, video surveillance, VoIP and wide area Wireless solutions

### Business and Legal Skills (some only indicated):

- Excellent communicator, expert negotiator
- Extensive personal library of Professional Development Courses
- Qualified lay magistrate authorized to sign International Commonwealth documents
- Worldly with extensive cultural and travel knowhow

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