

BENJAMIN ELSWORTH

CURRICULUM VITAE

PERSONAL INFORMATION ---

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Visa Status German Permanent Resident

CAREER OBJECTIVE ---

My primary passion in life is to be embedded within the innovation process, especially helping to drive positive outcomes in new programs of work (start-ups) for fledgling or established organisations. I enjoy multi-disciplinary positions that allow me to leverage my rounded business acumen, analytical rigor, data & technology proficiency, and love of communicating ideas and concepts to people from a range of backgrounds.

KEY KNOWLEDGE & SKILLS ---

- Business, Product, Data, and Technology generalist.
- Project & Product lead, launching online SME lending business in Switzerland.
- Built a self-funded startup in Europe, covering all supply-chain, technology, distribution, operations, product, strategy, and sales functions; exit via sale of business in 2016.
- Experience engaging and communicating directly with global, regional, and local C-levels of a NYSE traded, multi-billion dollar 170+ year old company.
- Over 8 years of leadership and influence experience in multicultural and multilingual environments (Australia, USA, UK, India, China, Singapore, Germany, the Philippines).
- Product Owner/Champion and Program/Project Manager for multinational technology & data projects.
- Primary and secondary market research, iterative approach to achieving product-market fit.
- Solution architecture, UX design, and Wireframing.
- Technology Lead for \$2m development project, with full budgetary discretion.
- Ability to translate concepts, requirements, and imperatives across functions, cultures, and backgrounds.
- Love of Lean Startup methodologies and Lean Project methodologies (incl. DSDM Atern, Scrum, and Kanban).
- Obsessed with the power and value of data.

EMPLOYMENT HISTORY

2016 Feb – Present

Senior Product Manager, *Lendico GmbH*

- Owned end-to-end Product & Project for launch of business into Switzerland.
- Focused on improvements to automation of customer acquisition and loan processing; halved duration of application process for consumer loans and slashed processing time of SME Loans.
- System architecture redesign for SME business to further embed Salesforce into the customer acquisition workflow, while removing dual-storage of data; improving processing times and reducing data errors.
- End-to-end rebrand a redesign of all global web-properties by Q2 2017.

2013 Sep – 2016 Feb

COO and Co-founder, *Prana Chai, Europe*

- Build regional distribution business from ground up as a self-funded startup.
- Focus on operations and process automation, designing and implementing systems & processes.
- End-to-end design and build of website and all other technology systems.
- Sourcing of logistics partner and manage integration of software systems.
- Conduct sales throughout Europe, including: Ireland, United Kingdom, Netherlands, Hungary, Germany, Austria, Greece, and France.
- Everything else that comes with starting your own business!
- 300% year-on-year growth for over 2.5 years; exit via sale.

2012 Feb – 2013 Aug

Consultant to the CIO Asia Pacific, Dun & Bradstreet Inc (NYSE: DNB)

- Report to global C-level management team, as well as other regional and mid-level managers.
- Ear-marked for position of CIO SE Asia (Singapore).
- Recruit and Coordinate a geographically spread technology team (Australia, India, Germany, UK, USA, China) and manage a multi-million dollar IT project budget.
- Project Manage and Program Manage development projects throughout the region via both waterfall and Lean project methodologies.
- Represent the CIO Asia Pacific at industry events and in internal and external meetings throughout Asia, Australia, and the USA.
- Build and submit reports and training documents, design processes, and analyse data (usually via SQL).
- Central position in enterprise architecture and data architecture projects.

2011 Feb – 2012 Jan

Commercial Product Manager, *Dun & Bradstreet Australia*

- Product Owner and subject matter expert for \$20m+ business unit; Risk Management Solutions (incl. product roadmaps, pricing, and story boarding).
- Relationship management with data suppliers (incl. Federal Attorney General's Department of Australia and the Australian Securities and Investments Commission).

Career break while tending to family emergency & relocating to Australia

2009 Nov – 2010 Sep

Lecturer and Examiner, The University of Passau (Germany)

- Multi-lingual and multi-cultural teaching environment.
- Subjects taught include: English, Business, and Information Technology.
- Preparation of syllabus, and course and exam material.
- Instruction of tertiary classes sized 30-40.

Career break while relocating to Germany

2007 Jan – 2009 Sep

Senior Fraud and Credit Risk Analyst, *Diners Club Australia (Citi Group)*

- Secondment in Manila to establish and train a team of 15 fraud investigators.
- Fraud detection and investigation experience, in a global banking environment; collection of evidence from Malaysia to supply in court proceedings in Australia.
- Quantitative Fraud & Credit Risk Analytics.
- Real-time fraud & credit approvals.
- Anti Money Laundering investigation and monitoring.
- Project lead on development of a new reporting and case management system, spanning multiple departments and software systems.

UNIVERSITY QUALIFICATIONS

2008 Feb – 2012 Jun

Masters of Business Security Management, *Edith Cowan University*

- Master's thesis was a case study identifying the risks and risk-mitigation strategies associated with businesses adopting cloud-based services.
- Risk mitigation via TOGAF & DSDM Atern principles.
- Coursework focused on: risk management; physical security; employee safety; fraud and money laundering; environmental and facility design; surveillance, detection, & alarm systems; business continuity; crisis management.

2007 Feb – Nov

Post Graduate Certificate in Risk Management, *Monash University*

- Post Graduate Risk Management coursework: treasury management; mitigation of legal risks; quantitative risk analytics.

2001 Feb – 2004 Nov

Bachelor of Arts (Political Science and Sociology), *The University of Newcastle*

- Contemporary and historical politics, political philosophy, economics, and policy formulation and proposals.
- Range of sociological and anthropological topic areas including: drugs, world religions, political engagement, the environment, and, crime.

OTHER EDUCATION

- 2013 Smart Growth for Private Business, *University of Virginia (Coursera.org)*
- 2013 Surviving Disruptive Technologies, *University of Maryland (Coursera.org)*
- 2013 Leading Strategic Innovation in Organizations, *Vanderbilt University (Coursera.org)*
- 2013 Foundations of Business Strategy, Darden School of Business (Coursera.org)
- 2012 Gamification, The Wharton School (Coursera.org)
- 2012 How to Build a Startup, *Udacity.com*
- 2010 Economics of Corruption, *The University of Passau*
- 2009 SAS Base Programming II (Data Manipulation Techniques), *The SAS Institute*
- 2009 SAS Base Programming I (Essentials), *The SAS Institute*
- 2008 Certificate IV in Corporate Investigations, *The Sydney Institute*
- 2005 Certificate IV in Small Business Management, *The Hunter Business Centre*

COMPUTER KNOWLEDGE

Operating Systems	Windows; Apple; Linux (Ubuntu, Eeebuntu, BackTrack)
Coding	GoLang
Databases	SQL, NEO4J, Prometheus
Webdesign	HTML, CSS, SEO, SEM, Optimizely, VWO
Content Mgt	Joomla, WordPress
Requirements Mgt	Jira, Confluence
Project Mgt	Asana, MS Project
Agile Methodologies	DSDM Atern, Scrum, Kanban
Enterprise Architecture	TOGAF
Model Building	Balsamiq, Axure, iRise, MS Visio, Invision, Avocode, a Whiteboard
MS Office	Word, Excel, Visio, Project, Access (incl SQL), Powerpoint

REFEREES

Christoph Samwer (former) Founder & Director, Lendico Global Services	+49 (0) 163 559 5713
Jane Holmes (former) CIO Asia Pacific, <i>Dun & Bradstreet (NYSE: DNB)</i>	+61 (0) 404 476 096
James Ruddock (former) Chief Operating Officer, <i>Dun & Bradstreet Australia</i>	+61 (0) 422 227 897
Dr Charles Madsen Team Co-ordinator, <i>The University of Passau</i>	+49 (0) 851 509 1720