

David Van Dyke

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PROFILESenior Management
Consultant

Hands-on globally trained business leader adept at selling, managing and implementing complex business and technology solutions.
Strong financial, negotiation, operations, process development & general management experience.
Able to conduct business in Mandarin Chinese. Worked globally
Willing / able to tackle and solve big problems with practical solutions.
Known to develop high performing teams.

**20+ years in
North
America,
Asia, Europe****CORE COMPETENCIES**

- Telecom - Fixed, Wireless, OSS/BSS
- Market Research & Business Planning
- Software Development & Mobile Apps
- Budgeting, Financial and Scenario Modeling
- Expert - MS Office Productivity Suite
- Budgets/Forecasts & P&L Oversight
- Bid Management, Procurement Process
- Executive Presentations & Matrix Management
- Programme Management

PROJECTS

- **Nokia (NSN)** - tripled software revenues to \$120M in < 4 years
- **Hong Kong** - Two time government innovation award recipient
- **US Embassy (China) Strategy** - overseas students ↑ 22% to #1 worldwide
- **Motorola** - CEO Report, \$4B strategy for China
- **Deloitte Consulting** - ran \$30M Internet procurement for major telco in Taiwan
- **Hongkong Telecom** - won largest-ever outsource contract for top 5 US Bank
- **Motorola / Cisco JV** - created financial model and sales tool (\$300K value)
- **Fortune100** - productized and internationalized mobile app portfolio (in 2000)
- **Apple Retail Store** - best-selling app featured on in-store Apple posters
- **Fortune100** - opened \$4M next-generation wireless demo lab in Tokyo
- **Fortune100** - localized global user meeting to China; ↑ # attendees 4x
- **Bell Canada** - 3x winner of top 10% sales distinction
- **Software Startup** - >10M mobile app installs
- **Canada** - introduced transformational approach to fundraising at non-profit

EXPERIENCE

2019 - Present Non-profit / Crowdfunding	1010GIVING INITIATIVE Founder, President on Board of Directors <ul style="list-style-type: none"> Charity foundation - National Day of Giving, \$10 on 10.10.2010 	Canada
2016 - Present Non-profit	AMHERSTBURG FREEDOM MUSEUM Vice President, Member of Board of Directors <ul style="list-style-type: none"> Developed marketing and social media strategy / plan, resulting in year-over-year growth in engaged subscribers, more site visits Rebuilt website; drove grant application process improvement 	Amherstburg, Ontario
2014 - Present Self-employed	OPTIONS & DERIVATIVES TRADER Self-funded financial instrument trader	Toronto, Windsor
2017 - Present Management Consulting	THINKNAO CONSULTING Managing Director, Co-founder <ul style="list-style-type: none"> Assists mid-size companies prep staff for overseas assignments; to expand and sell into Asia & China 	Greater Detroit, Michigan
2009 - 2015 Mobile education startup and consultancy, focus: Chinese and Japanese mobile education	THINKNAO EDUCATION President / Founder <ul style="list-style-type: none"> Guided US Embassy in China to #1 worldwide overseas student rank Built 70-some smartphone apps (>10M downloads) and an exam platform (100K+ questions/day) Opened office in China's capital and hired and trained local team of designers, engineers, marketers Select accomplishments: <ul style="list-style-type: none"> Featured on Apple's Online App Store; several apps promoted in Apple's Retail Stores in China and installed as in-store demos. Twice Won Hong Kong Government Healthy Apps award #1 educational word game for 3 years. >50K five star reviews. 	Beijing, Hong Kong, Toronto
2005 - 2009 Tier 1 mobile telecoms equipment supplier; NSN = Nokia and Siemens merged in 2007-8.	NOKIA (NSN) VP / Greater China Head of Software Business Unit <ul style="list-style-type: none"> Managed \$US120M P&L, tripled first year sales by third year Led team to 3 consecutive years of region-leading profits Consolidated product lines; chopped \$25M of expense within first year of NSN merger. C-Level relationships at major clients and alliance partners. Direct and matrix responsibility for 200+ staff, including sales, pre-sales, R&D and customer care. Created first-ever China-only user forums, supplanting global event, surpassing customer satisfaction ratings Changed sales teams' inward focus to customer-friendly outlook with new award, relevant incentives, revised training. Devised system to track software license misuse (piracy) at mobile operators, leading to significant revenue recovery 	Beijing, Hong Kong, Taiwan

EXPERIENCE

1999 - 2005

Telecom equipment supplier. Invisix is a defunct joint venture w Cisco.
Hired to open Tokyo office, later posted to several locations within Asia and US.

MOTOROLA

Director of Wireless Broadband, Motorola Professional Services (MPS)

- Market entry strategy for market trials, turning to deals in Japan, the Philippines, Thailand.

- Co-wrote business plan for wireless broadband, leading to \$750M R&D and investment budget.

Director of Systems Integration and Operations, MPS

- Created new business processes, led Asia operations and managed SEA professional services and systems integration team

- Wrote CEO's US \$4B strategy and market response paper for China Head of Product Management, Invisix Joint Venture

- Managed Americas team, focusing on building mobile app ecosystems; six alliances resulted in 5M sales in a 1/2 year.

- Created financial model to justify carrier investment in new products. Senior Product Manager, Invisix Joint Venture

- Opened joint venture office: Invisix Asia, a 4,000 sq. ft. Asia Pacific demo center in Japan from scratch in record time.

- Hired 30+ people in challenging environment.

**Tokyo,
Silicon Valley,
Singapore**

1997 - 1999

Top 5 management consultancy

DELOITTE CONSULTING

Manager - Telecom and Strategy

- Led all project areas: Account development, service delivery, project P&L, PM, procurement, etc.

- Sample project: Managed \$US30M project to develop strategy, technology, vendor selection and support for Greenfield ISP at major Taiwan operator.

Hong Kong

1995 - 1997

Telco

CABLE&WIRELESS / HONGKONG TELECOM

Bid Manager / Business Development Director

- Won Asia's largest telecom outsourcing project for major US bank

Hong Kong

1992 - 1995

Telco

BELL CANADA

Salesman

- Thrice selected to top achiever's President's Club.

**Toronto,
Canada**

1990 - 1992

Self-employed

JOSLIN INDUSTRIES & FREELANCE ENGLISH EDITOR

- Built self-sustaining business selling services to diverse industries in foreign market.

**Taipei,
Taiwan**

EDUCATION

Formal

UNIVERSITY OF WINDSOR - HONS. B.COMM

UNIVERSITY OF HONG KONG

國語日報 (Taipei), Mandarin language

**Economics
Negotiations
Chinese**

Informal

Advanced Financial Modeling, WordPress, Executive Presentation, Microsoft Productivity Suite, Mobile / Wireless / Fixed Telecom, Software Development, Cross-cultural communications, Startups