

# Zane Thomson

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## Overview

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In the dynamic intersection of business, technology, and consumer needs, I'm a proactive leader, transforming complex challenges into streamlined solutions and first-mover advantages in volatile, regulated landscapes. My experience spans collaborations with globally recognised brands, underlining a career marked by strategic foresight and innovative product developments.

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## Areas of Expertise

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- Organisational Strategy
- Business-Tech Alignment
- Transformation Management
- P & L Management
- Market Analysis
- Global C-level Engagement
- Innovation Strategy
- Product Development
- Organisational Leadership
- Client Management
- Project Management
- Complex Budgeting

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## Professional Highlights

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- Increased revenue by \$38M through the commercialisation of the world's first GPS Driver Tracker product at Teletrac Navman.
- Delivered \$10M in additional revenue in the first quarter after launch by monetizing an in-house product suite at Consolidated Food Co.
- Improved market share by expanding product offerings in over 20,000 vehicles at Teletrac Navman.
- Slashed operating costs by \$2M through technology implementation and process improvement at Teletrac Navman.
- Successfully managed the Cyber Security up-lift program for 10,000 staff at G8 Education, enhancing their cybersecurity posture.

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## My Career Identity

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- **Strategic Leadership:** Successfully spearheaded the transformation at Consolidated Foods Co., Teletrac Navman & Tatts Group through executive collaboration to deliver streamlined solutions and first-mover advantages.
- **Stakeholder Management:** Built strong relationships and effectively managed stakeholders across all levels, including C-level executives, at G8 Education, Consolidated Foods Co., Teletrac Navman & Tatts Group.
- **Solid understanding of HCD and CX:** Championed human-centered design and customer experience initiatives throughout my career to drive revenue growth and market share expansion.
- **Leading cross-functional teams:** Led and motivated diverse teams of up to 50 to achieve ambitious goals and World Firsts.
- **Driving strategic transformation:** Successfully transformed G8 Education from a project-centric to product-centric model, aligning technology with strategic objectives.

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## Career Experience

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### **Technology Delivery Manager, G8 Education**

2023 – Present

Playing a pivotal role in spearheading the successful implementation of technology solutions that continue to transform the educational landscape for over 440 early learning centers across Australia. My expertise in project management, stakeholder engagement, and change management enable me to seamlessly navigate complex technology projects, ensuring timely delivery and alignment with G8 Education's strategic objectives. Through my leadership, I fostered a culture of innovation within the IT team, empowering them to develop and implement creative solutions that enhanced the learning experiences of children and educators alike. My dedication to fostering a collaborative and results-oriented environment contributes significantly to G8 Education's position as a technology leader in the early learning sector.

- Successfully managed the Cyber Security up-lift program. Spearheading the implementation of a comprehensive cybersecurity reform program for 10,000 staff across 440 early learning centres, significantly enhancing G8 Education's cybersecurity posture and mitigating potential risks.
- A key contributor to the transformation of G8 Education from a project-centric to product-centric model.
- As a member of the senior leadership team, I worked with numerous key business functions to develop a technology roadmap for the next 12 months and formulated key product deliverables in conjunction with the product management team.

### **Vice President of Digital Engineering, Consolidated Food Company**

2021 – 2022

Direct a highly skilled team of technology professionals focused on the design of digital products, targeting commercial readiness. Oversee critical organizational goals, from digital solution development to human resource change management, ensuring alignment with long-term corporate benchmarks.

- Successfully assessed the commercial viability of the organization's bespoke technology product line, preparing the product for launch and overseeing the execution of the strategic plan.
- Re-envisioned the product methodology and framework in advance of large scale product launches.
- Drove the creation of a business unit brand and product profile which became the face of the company digital portfolio.

### **Director of Global Accounts, Teletrac Navman**

2015 – 2022

Guided global operations and product innovation for the GPS Drive Tracker product team. Coordinated all strategic development, engagement, planning and implementation operations while simultaneously delivering support to the company's QSR industry solutions. Supervised a distributed team of 50.

- Improved market share for the organization in international markets by expanding product offerings in more than 20,000 vehicles.
- Produced more than \$38M in revenue through the production and launch of the GPS Driver Tracker software, expanding the product markets to include 7 new countries.
- Slashed operating costs by nearly \$2M through the implementation of technology and improving overall operations effectiveness.

- Provided seamless innovation pathways, consistently analyzing and retooling development, UAT, and production practices.
- Adopted a DevOps culture within the organization designed to facilitate rapid development and ensure competitiveness in the fast-paced QSR industry.

### **Information Technology Product Manager, Tatts Group**

2012 – 2015

Working closely with clients to formulate and deliver a considerable number of industry specific solutions within a highly regulated gaming industry. Delivery was executed with the expectation of reaching revenue targets for new product and ensuring strategic outcomes of the greater business were met.

- Commercial release and international market penetration of revenue generating products that added over \$5.6 million in revenue.
- Commercial release and Australian market penetration of hardware innovations that saw \$12 million in revenue for the organisation.

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## **Additional Experiences**

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**Projects Director, E Site Surveillance (2010 – 2012)**

**Operations Manager, CardioTech (2010)**

**Facilitator and Product Development, Tatts Group (2009 – 2010)**

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## **Education**

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**Global Business** – Harvard Business School

Project Management Certificate

Assessment and Workplace Training Certificate

Customer Contact Certificate

Occupational Health and Safety Certificate

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## **Board Positions**

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Stain Busters – Advisory Board Member

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