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Consulting Profile

Joe Ringer
Founder & President, *Unitive*



Joe Ringer has over 17 years experience in the ICT industry working on complex deals and with tier 1 & 2 clients across many diverse sectors such as Mining, Oil & Gas, Manufacturing, Banking, Transport, Utilities, EPCM, Public Sector, Healthcare. This experience has been gained in a global context working in Australia, New Zealand, U.S, UK, Western Europe, Nordics, Singapore, Malaysia, Vietnam, China and Japan.

Joe's specialties include business development, strategy development, organizational change management, complex stakeholder management, facilitation and coaching. Joe was U.S 'Training Magazine' 2011 Young Trainer to watch.

Joe's training and education accreditations include:

- Executive Leadership Certificate from Cornell University
- Certificate IV in Workplace Assessment & Training
- Bachelor of Arts (Information Studies & Marketing double major with distinction) from Wollongong University

His business experience includes senior business development and executive strategy roles at Computer Science Corporation (CSC):

- CSC Australia, New Zealand, Asia, Middle East & Africa - Principal – Sales Strategy & Enablement
- CSC Australia & New Zealand - Head of Sales & Marketing Transformation
- CSC Global - Global Lead – Enterprise Sales Learning & Talent Development CoE
- CSC Europe, Middle East & Africa (EMEA) - EMEA L&D Lead – Business Development & Sales CoE

During these roles, Joe was instrumental in:

- Hiring, assessing, developing & coaching sales management & talent
- Growing existing business, entering new markets and acquiring new clients across the globe
- Leading and deploying enterprise sales-force development programs such as the Challenger Sale & other sales process & methodology initiatives across the business

Joe's business qualifications include:

- Accredited in Silent Edge, Challenger Sale, MH Conceptual Selling, SPIN, TAS, and many others
- ITIL v2 Service Management Foundations, Six Sigma Green Belt
- Insights Personality Profiling

Challenge | Implement | Change