**Dominic Moore**44 Market Street, Sydney, NSW 2000

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Australian Citizen

**EDUCATION**

**THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA, Philadelphia, PA 2008 - 2010**

**Master of Business Administration; Major in Global Strategy**

* Wharton Director’s List, Fall 2008; Wharton First-Year Honors, 2008-2009
* Co-President, Australia-New Zealand Club; Co-Chair, Wharton Ethics Committee
* GMAT: 770 out of 800 (99th percentile)

**UNIVERSITY OF NEW SOUTH WALES, Sydney, Australia 1998 – 2003**

**Bachelor of Commerce in Accounting, Bachelor of Laws**

* Graduated in top 5% of Law class; averaged a High Distinction in Commerce degree
* Completed exchange at University of California, Berkeley (GPA: 4.0); awarded UNSW International Exchange scholarship
* Undertook law internships at Linklaters (Hong Kong), King & Wood Mallesons, and PwC Legal
* Awarded a PricewaterhouseCoopers traineeship (part-time study/full-time work (1998-2001))

**PROFESIONAL EXPERIENCE**

 **XY&Z CORPORATION, Sydney NOV 2014 – PRESENT***ASX100 global insurance business, 10,000 staff, $7 billion turnover***Head of Corporate Strategy**

* Responsible for group-wide strategy and investor relations. Oversight of group strategy, strategic planning and strategic projects
* Support M&A function including investment opportunity sourcing, deal structuring and due diligence on potential targets (Australian-based and overseas) and related technology businesses
* Report directly to Group CFO; work directly with Group CEO and Board on regular basis. Directly liaise with equities analysts and institutional investors

Selected experience:

* Developed five-year corporate ambition and group strategy. Worked directly with Group CEO and Group CFO to develop the group wide strategy and establish business unit growth targets materially exceeding market expectations. Ran senior leadership strategy off sites. Supported CEO to redesign group operating model. Delivered five-year strategy to Board
* Ran strategic planning process. Came into a process overdue by three months and brought to completion in six weeks. Aligned closely to budgeting process. Managed inputs from senior executives and engagement process with the Board
* Co-developed internal business case to launch foreign currency card for travelers. Mapped payments process, researched competitor travel currency products and supported negotiations with Access Prepaid (MasterCard subsidiary) and Visa
* Ran multiple strategy projects including advising Asia CEO and China CEO on development of 5-year China travel insurance strategy; advising Group COO and Director of E-commerce on resolution of agency/direct channel conflicts
* Supported Group Chairman in evaluating and setting metrics for the Long Term Incentive scheme for XY&Z Corporation
* Sourced travel social network start-up investment opportunity. Leading structuring and initial due diligence process for ongoing evaluation of attractiveness of investment

**BOOMERANG CAPITAL, Sydney** **JUL 2012 – NOV 2014**

*Leading Private Equity fund*

**Senior Associate**

* Responsible for strategic initiatives with existing portfolio companies and due diligence on potential new investments. Led strategic projects with portfolio companies, advised Board and senior management of Boomerang portfolio companies, reviewed specific investment opportunities, assessed investment thematics of industries and markets, built LBO financial models and engaged in other active management of Boomerang investments
* Non-executive Board Director of Builders Corp (building products supplier) and Dentures Corp (corporate dental group)
* Due diligence experience in the education, healthcare, technology, cosmetics and electrical contracting & services sectors

Selected transaction and portfolio management experience:

* Created 100-day strategy for Builders Corp CEO. Developed new product go-to-market strategy, tripling new product revenue run-rate of $1m to $3m in 12 months. Led Southeast Asia strategy market review for Hello Corp including in-market visits to assess market structures and business models; resulted in revenue targets set to double in 3-year horizon
* Core investment team member of Builders Corp ($48m investment). Developed point of view on building cycle, supported due diligence and presented to Investment Committee. Managed completion, negotiated bank debt and property lease, agreed management LTIs and oversaw legal documentation. Revenue grew 34%, EBITDA grew 180% within 2 years of investment
* Developed China market entry board proposals for XY&Z Corporation. Reviewed market growth and distribution channels. Assisted with review of business structures. Supported executive team during in-country discussions with Chinese insurers. Contributed to XY&Z Corporation setting up to write insurance in China in FY15
* Managed process for $20m bolt-on acquisition of Tetris Corp for publicly listed Overview Corp business (life insurer/wealth management). Acquisition increased distribution by 75%, funds advised by 68% and insurance premiums by 57%. Coordinated input from CEO and senior executives and developed Board/Boomerang Capital Committee papers

**BAIN & COMPANY SEP 2003 – APR 2008; SEP 2010 – JUN 2012
Case Team Leader, Sydney; Amsterdam; Hong Kong; Shanghai**

* Responsible for managing consulting engagements with large corporate multi-nationals. Oversaw cross-border project delivery and solutions to critical business problems; coordinated multiple stakeholders including senior client executives, Bain leadership and project teams; contributed to Bain intellectual property; mentored/coached junior team members
* Multiple consulting projects in Australia, SE Asia, China, Europe; primary industry experience in financial services, telco/media/technology, consumer products/retail and private equity. Significant project experience in financial services includes organisational redesign for a global P&C insurer and an international growth strategy project and a New Zealand business review for a leading Australian P&C insurance
* Rapid promotion to post-MBA position of Consultant in 2006, achieving “Frequently Exceeding Expectations” or “Consistently Outperforming Expectations” ratings (highest performance bands) on performance reviews; selected as global trainer for incoming global Bain analyst class at Associate Consultant Training in 2011; one of five employees out of 200+ nominated for 2012 Blue Max award (Bain Australia employee of the year)
* Sought-after mentor overseeing the career development of up to four formal mentees at any one time; four mentees promoted including two early promotions to senior analyst after 15 months at Bain
* Completed Greater China externships from Jul 2007 – Apr 2008 as Executive Manager, Asia Strategy, Amazing Bank of Australia (Hong Kong) and International Finance Corporation, World Bank Group (Chengdu, China)

Selected transaction and project experience:

* Established corporate ambition for global financial services company for CEO and Head of Investor Relations. Analysed shareholder returns drivers, growth required to achieve share price targets and impact of strategic options on share price
* Developed point of view on digital consumer of the future for major telco player. Researched and forecast expected consumer behaviour across broadband/mobile, projected bandwidth needs and ran cross-functional executive workshops
* Evaluated cost reduction opportunities for newspaper business, identifying $20M of savings across IT and property/real estate functions. Collaborated with CIO to develop IT organisational restructuring options to facilitate shift to digital media
* Advised buyout fund on investment in Australian media target. Assessed Australian ad spending dynamics by state, audience fragmentation trends, digital disruption threats and attractiveness of investment. Managed team of four
* Revamped pricing strategy for Australian consumer products manufacturer, resulting in $10M profit increase. Managed Bain/client team of twenty. Co-developed pricing frameworks and methodology resulting in major contribution to Bain IP

**ABCD, Sydney & Melbourne JUL 2009 – SEP 2009***Private Equity owned software company*

**MBA Summer Intern**

* Advised CEO and Head of Strategy on the redesign of organisational structure and decision-making roles at ABCD

**YOVISION, New York MAY 2009 – JUN 2009**

*Private Equity fundraising adviser*

**MBA Summer Associate**

**ADDITIONAL INFORMATION**

* Interests: Classically trained pianist; self-taught guitarist; traveled, backpacked or skied through 35+ countries
* Languages: Business-level Chinese (Mandarin); intermediate Chinese (Cantonese); basic French
* Other: Australian Citizen and Holder of Hong Kong Right of Abode (permanent residency)