

25
YEARS
EXPERIENCE

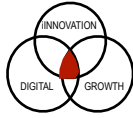
in a variety of settings:

- Corporate
- SME
- Startup
- Not for Profit

11
YEARS
at **Pearson**

- Digital Strategy Director
- Chief Technology Officer
- Digital Director
- Managing Director

FOCUS



- My focus and expertise lie at the intersection of customer-led innovation, digital technology, commercial growth



Owen R White

Innovator, Transformer
Digital Technology Leader

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SKILLS & PASSIONS

BUSINESS LEADERSHIP

- Led teams from 100+ to <10
- Strong, team empowering, leadership style
- Strong on vision, strong on delivery of vision
- Proven ability to deliver business growth

INNOVATION & INTRAPRENEURSHIP

- Led multiple initiatives to do old things in new ways, and new things in new ways
- Successful corporate intrapreneur based on customer focus and evidence-led approach
- Successful entrepreneur - created and sold startup at significant profit

PRODUCT MANAGEMENT

- Developed dozens of successful digital educational products including the **BAFTA** award winning KnowledgeBox
- Advocate of Agile & Lean StartUp methodologies

CAREER HISTORY

- 2019- Wayfinder Innovations - Dublin - Consultant**
- Help clients leverage technology, Design Thinking & Lean Startup methodologies to develop products that enhance learning and deliver behavior change
 - Develop personalized and adaptive technologies to support behavior change
- 2017-2019 Learnovate Centre, Trinity College Dublin - Dublin - Centre Director**
- Ran EdTech research and innovation centre at Trinity College Dublin. Funded by Enterprise Ireland, the Centre focuses on supporting commercial product innovation in Irish EdTech companies
 - Introduced a range of commercial offers leveraging expertise in product management and innovation
 - Transformed the Centre's commercial fortunes, more than quadrupling revenue
- 2015-2017 EdTech Futures - London - Consultant, Mentor, Investor**
- Founded EdTech Futures as a consulting vehicle to support companies and investors in the UK & Europe
 - From 2015 to 2017 worked with Emerge, the UK's leading EdTech accelerator, to enhance their mentoring programme and corporate engagement
- 2010-2014 Pearson UK Schools - London - Digital Strategy & Innovation Director**
- Created dedicated strategy and innovation group for the enlarged (£500m) business following the integration of the Pearson Schools business with Edexcel
 - Devised strategy to consolidate multiple platforms into a set of API services, presenting business case and gaining approval for multi-million pound investment
 - Led a range of innovation initiatives designed to address the company's challenges in a rapidly changing environment: from new business models (e.g. Free) to new development models (e.g. Lean Startup) and a variety of initiatives to obviate the risks of digital disruption
- 2008-2010 Pearson UK Schools - London - Chief Technology Officer**
- Following Pearson's acquisition of Harcourt, devised and led the Central Digital Group, which brought together all the digital technologists in Longman and Heinemann into a single group under my management. Led a 75+ group developing over 300 digital products per year
 - Built out the Technical Operations and Infrastructure functions to support a move from a point product business to an online services business
 - Created discrete platforms team to abstract platform functionality from product features, so that we could do more for less
- 2006-2008 Pearson Longman - London - Digital Director**
- Led the transformation of Longman from a traditional print publisher to an adventurous digital publisher
 - Led adoption on new digital production systems and project management practices and award-winning digital products
- 2003-2006 Pearson KnowledgeBox - London - Managing Director**
- Recruited by Pearson to run the KnowledgeBox business - a major investment by Pearson to create a market-leading digital business in UK schools
 - Managed 100+ staff and grew the business from zero to over £2 million turnover with the KnowledgeBox service in 2500 primary schools
 - Managed the challenges of running a digital business in a very large, traditional corporate environment
- 2001-2003 Career Break** - Following sale of the re-Animate business, took career break in the United States with family and explored new opportunities
- 1998-2001 re-Animate - London - Startup Founder & Managing Director**
- Grew company into one of UK's most prolific and critically acclaimed developers of digital learning content for primary schools
 - Successfully sold company to Sherston Software, the UK's largest publisher of primary curriculum software at the time
- 1995-1998 New Media Ltd. - London - General Manager**
- Transformed company from ailing digital studio into market-leading publisher of secondary science CD-ROM and Web products

EDUCATIONAL BACKGROUND

DPhil (thesis not submitted)
Philosophy
Oxford University
(1990-'92)

MSc.
Multimedia Systems
London Guildhall University
(1995-'97)

MA (First Class Hons.)
Philosophy (Research)
University College Dublin
(1987-'89)

BA (2:1)
Philosophy & English
University College Dublin
(1984-'87)