

Candidate Profile

Rakalene Condon

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Summary:

I am a product strategist with a proven record leading teams to position, scale and grow technical products. This is backed by the financial and personnel management experience I bring to my roles. I am also a proud Queensland community member who is passionate about the power of education and the role of the private sector contributing to educational growth and overall creating opportunity for individuals and the wider community.

I am seeking board positions where my experience and skills in product management, technology and strategic thinking will be utilised. I am seeking remunerated board positions. Where there is significant alignment of values and expertise, I would embrace the opportunity to support the growth of emerging technical, educational/training or community organisations.

Area of Expertise Summary:

- Award-winning product strategist with over 15+ years product, IT and operational delivery experience
- Experienced in start-ups and rapid commercial scaling, including launching a new mobile phone provider
- Passionate leader with P&L responsibility ~\$50M within a technology oriented business
- Demonstrated cultural competence: experienced working in Australia, New Zealand, India, South Africa, Zambia, Kenya, Singapore, Vietnam, Philippines, USA and the UK – delivering large-scale strategic and technical programs across functional and regional boundaries; Japanese speaker
- Negotiated commercial outcomes on technically complex deals >\$20M highlighting the ability to understand and mitigate / exploit both project and enterprise risks and opportunities

Career Profile & Highlights Summary:

CoreLogic International www.corelogic.com.au 750+ employees AU/NZ/UK – US \$1B Annual Rev
(Data & Analytics / Property)

- General Manager Product with direct P&L and strategic responsibility for ~\$50M
- Negotiated and closed the largest deal CoreLogic International has made, with a Tier 1 Australian Bank
- Delivered over 40% YOY revenue growth in key products, accountable for the largest overall \$ growth
- Responsible for defining and delivering on the overall organisational strategy, delivering a large CAGR YOY through organic and inorganic growth as part of the Operational Leadership Team (Exec + 12)
- ~55 direct and indirect reports across AU & NZ, with a further 45 matrixed software engineers, data scientists and researchers within my division

CSG International - www.csqi.com 3000+ employees globally (Telecommunications)

- Key lead on successful bid for a transformative telecommunications program across 17 African nations
- Priced and reviewed commercial risk and opportunity for bids worldwide in total worth >\$50M annually
- Responsible for overall pricing approach and key negotiations in an international context

- Worked offshore in India and Africa to form the key architectural and delivery teams and lead the development of a delivery and governance model for the ongoing project milestones
- Lead a review of sales bid response material that resulted in 50% faster bids and shortlisting outcomes
- Analysed and implemented changes in product planning development practices to improve alignment across an R&D organisation of 80 engineers the corporate strategic plan

Virgin Mobile Australia (Optus Singtel Investments) / Virgin Mobile South Africa (Telecommunications)

- Lead a team of international IT consultants as the CRM Solution Architect to deliver for South African Start Up telco in a six zero to launch and beyond. Worked directly for the CIO and managed the accountability of a major consulting firm for delivery.
- Lead and managed technical teams and business stakeholder buy-in for multiple transformational projects as the Senior Solution Architect (CRM and Billing) across a \$25M programme. Integral in the launch and success of key go-to-market products including broadband and the first iPhone.

Board & Committees Positions:

- **Kurilpa Community Child Care:** Treasurer (2013-2014), Management Committee Member, Grants Coordinator (2012), Annual Turnover approx. \$1.5M, 35 FTE, 89 children, 60+ families
 - Treasurer – budget and strategic financial direction (\$1.5M turnover) advice to the committee
 - Grants – drafted and was successful in multiple grant applications for centre improvements
 - Winner Queensland Child Care 2013 (Australian Family Early Education and Care Awards)
- **CoreLogic** Project Management Office Executive Committee Member (current), AU/NZ/UK, 750 staff
 - Review panel for project evaluation and funding oversight for internal initiatives

Awards and Speaking:

- Winner – Leading Women in Product Management (AU & NZ – 2017) Product Innovator
<https://brainmates.com.au/general/leading-women-product-management/>
- Conference Presentation - Leading the Product – Melbourne (2017)– *How small shifts and perseverance create winning products* <https://youtu.be/EFL0gKVOhNE?t=616>
- Panel Speaker - [Building Great Product Teams](#) – Tech Talk at Pivotal Labs Sydney (2017)
- Guest Speaker – Data as a Product – Product Talks – Meetup Brisbane (2017)

Professional Qualifications & Memberships:

- Executive Master of Business Administration (MBA), *Australian Graduate School of Management* (2015) – Graduated with Distinction
- Bachelor of Arts (Comp. Sci, Japanese), Bachelor of Business Management (Info Systems), *University of Queensland* (2002)
- Certified Product Owner (2012-current) and Certified Scrum Master (2015-current), *Scrum Alliance*
- TM Forum Framework / Framework Lite (2013)
- Japanese – Advanced - Level 2, *Japanese Language Proficiency Test*, (1994). High level of both spoken and written proficiency
- Women in Technology Board Readiness Program (2018), Women in Technology member (2015-current)