



ADAM CORRALL

Sr. Coach & Facilitator

SUMMARY

- Adam Corrall has a highly skilled sustainable organization development expert with two decades experience in Asia. This includes; • seven years as the Managing Director of Australian – Vietnam trade & investment pathways,
- five years Academic Director experience in business, staff, and student development programs for three Australian offshore universities in Vietnam,
- seven years as a corporate trainer for Austrade government sponsored corporations, NSW government sponsored industry projects, Vietnam prefectural governments, and across hospitality, banking, IT, agriculture, medical, retail, and manufacturing sectors.

PROFESSIONAL EXPERIENCE

- ✚ Adam holds four Business Commerce and Educational Training Degrees from the Australian Universities of Melbourne University, University of Technology Sydney, University of Queensland, and RMIT

TRAINING EXPERIENCE

Consultant and Training

- ❖ Personnel & Department Development
 - Leadership.
 - Sales and Negotiation.
 - Cross Cultural Procurement & Sales.
 - Cross Cultural Understandings and Relationship building.
 - Managing Business Ethics.
 - Knowledge Sharing for Integrated Operational Success.
 - Strategic Decision Making.
 - Consultancy in the Workplace.
 - Learning English at work.
 - Managing the Value Chain.
 - Continuous Organization Learning & development
- ❖ Organization Development
 - International Alliances and Strategic Partners.
 - Market Entry & Development.
 - Attracting FDI.
 - Bilateral Trade Considerations, Disruption, & Offshore Expansion.
 - International Strategy.

❖ Example Consultancy Relationships for 10+ Years

Vietnam:

- *Government:*
Prefecture Foreign Trade Departments of Quang Ngai, Hai Phong, Long An.

- *Top 100 Corporations USD 500M – 1.5 Billion:*
MegaMarket, HoaPhat Group, Vietjet, Gemadept, Satra, Vissan

- *Investment:*

Vinaconex Corporation 3

- *Universities:*

RMIT

- *USD 200M Companies:*

Daso Group, Delta Group, Khai Vy Group, MerPearl Resorts, Pullman & Sheraton Hotel Groups

International:

- *Government:*

Australian Government Business Programs with Austrade and NSW state.

Economic Research Institute for ASEAN and East Asia

- *Top 100 Corporations USD 500M – 1.5 Billion:*

Commonwealth Bank Australia.

Mort & Co & FAVCO (2nd Largest Australian beef and farm corporations), Coles Australia.

Hinrich Foundation

- *Investment:*

Deloitte & AEC Group Australia, CERES Investment Fund, Hamilton Knight & IPP Singapore

- *Universities:*

RMIT, UQ, UTS

- *USD 200M Companies:*

BlueIoT Smart Cities, Platinum Cloud Technologies, Novaris, RCR, Gwelo Property Group.

EDUCATION

- ✚ Master's Degree in Education and Training guarantees and certifies expert program design, delivery, and evaluation for personalized learning acquisition needs.
- ✚ Master's Degree in International Trade and Investment provides modern content for best practice across industries and business contexts