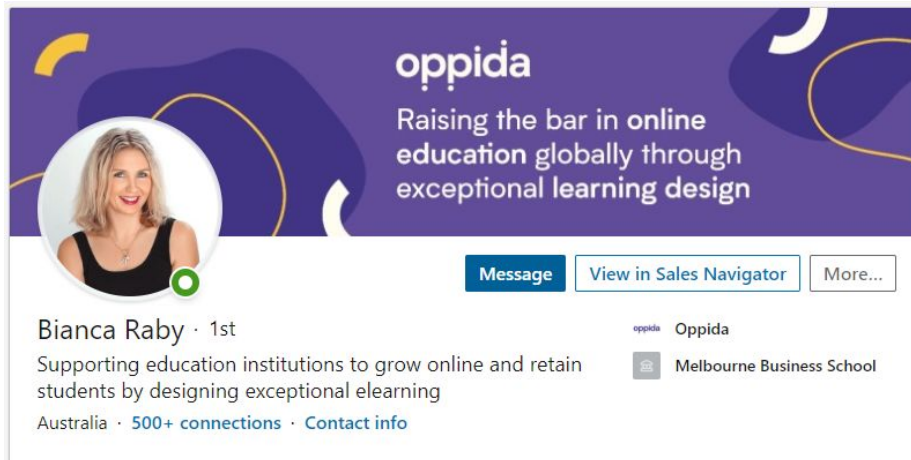


LinkedIn Profile Swipe File



oppida
Raising the bar in online education globally through exceptional learning design

Message View in Sales Navigator More...

Bianca Raby · 1st
Supporting education institutions to grow online and retain students by designing exceptional elearning
Australia · 500+ connections · Contact info

oppida **Oppida**
Melbourne Business School

About

🏠 What Oppida does

Oppida is an online education agency that supports education institutions to grow their online products and retain students by designing exceptional elearning

🏠 Why it works?

Online education is now a critical part of any company or educational institutions' strategy. Not only does it provide a better experience for your learners but it's fast becoming an expectation from industry.

The market no longer accepts the low quality, disengaging products of the past. The new 'learner' is demanding a better Student Experience (SX) and outcomes.

Competition is high and the standard is often mediocre presenting massive opportunity for smart organisations to get ahead of their competition.

With over a decade of personal experience in education from K-12 to universities and overseeing multiple elearning projects I ensure that Oppida designs and develops effective and engaging digital learning products for our clients.

🏠 Who we work With

We typically work with higher education providers, companies and educational institutions who....

- Don't know where to start.
- Have a skills gap or are at capacity
- Lack experience in learning management systems (LMS) design.
- Don't have project management capabilities suited to building digital products.

🏠 Services we provide

Design: Outlying the core structure of a digital learning product (or a suite).

Develop: Producing the digital learning product.

Migrate: Move from one Learning Management System (LMS) to another.

Enhance: Improving a current digital learning product.



🏠 What now?

If you would like to see if Oppida can help you then simply follow the link below or message me on LinkedIn to organise a free 30 minute consultation.


<https://calendly.com/oppida/30-minute-chat-with-oppida>

If you would like to take the journey alone then I would love to help you on your way with our free course:



<https://oppida.teachable.com/p/designing-digital-learning>

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Charlie Pohl · 1st 

Delivering better digital experiences through considered design and fit-for-purpose technology | Co-founder of Conduct

 Conduct HQ
 University of Tasmania

Melbourne, Australia · 500+ connections · [Contact info](#)

About

The best digital experiences are designed around people's needs. Without user input, projects risk becoming organisation-focussed instead of people-focussed.

✔ What I Do

I am the co-founder and Managing Director at Conduct. We work with leading brands and ASX listed enterprise organisations to shape user-first experiences and services supported by design, technology and evidence-based strategy.

✔ Why Conduct?

We use a human-centred design approach. This means, concentrating on working out the motivation behind people's actions and how to build interactions that meet their expectations.

We think about how technology can be adapted to make it easy for people to engage with your business and easy for you to deliver exceptional, customer-centred service.

✔ Who We Help

Organisations wanting to..

- Explore digital products to solve modern business challenges
- Innovate their existing services but not sure how to do it
- Reconfigure service delivery by evolving systems and processes
- Integrate complex technical systems
- Relieve unexpected increases in developer or designer workloads

🔧 Our Design Services

- User experience design
- Strategic customer experience
- Service design & journey mapping
- Accessibility & usability testing

💻 Our Technology Services

- Custom web platform & mobile app development
- Systems design & architecture
- Systems integration
- IoT integrations
- Customer engagement portal development

👤 Our Consulting & Training Services

- Workshop facilitation & training
- Squad as a service
- Design thinking capability building
- Product roadmapping

✔ Who We've Helped

- The Department of Health and Human Services
- Isuzu
- Medibank
- Cleanaway
- Advantage Pharmacy
- MECCA Cosmetics
- Dormakaba
- Australian Laboratory Services
- Uniting AgeWell

See full case studies here www.conducthq.com/work

✔ Let's Talk?

Get in touch on charlie@conducthq.com to discuss how we can help you or to learn more about how we work.

Learn more at www.conducthq.com




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More...

Ben Vagg · 1st 

 Datamine Software

Making Mine Surveying Simple | Global Product Manager

Survey at Datamine Software

Perth, Australia · [500+ connections](#) · [Contact info](#)

About

With a diverse background in mine surveying, I now oversee development of Datamine's new mine surveying software solutions.

Datamine's Surveying Software Solutions

Datamine offers a powerful mine design software that helps underground and open-cut surveyors to...

- Increase efficiency with dedicated workflows
- Automation of routine tasks
- Make less mistakes
- Stay compliant

Why Datamine?

Datamine is focused on providing the perfect tools for all mine surveyors in both underground and open pit operations.

We include a comprehensive suite of tools including a laser offset memo function, automated CMS slicing, blast volume calculator compliance reporting and monthly reporting summaries.

We simplify and streamline daily survey tasks whilst providing a more efficient and time-saving EOM reporting process removing reliance on messy or error-prone spreadsheets.

We can deliver automated workflows that align with your company's current processes and needs, with the integrated ability to be fully customisable for each individual.

It is flexible enough to be used for any commodity, ore body and mining method, while being intuitive enough for you to easily learn and adopt.

Book A Demo

To get a free demo of our surveying software in action simply message me on LinkedIn or email me at ben.vagg@dataminesoftware.com



Message

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More...

Kerry Anne Nelson · 1st

Seamless businesses growth with systems, processes & procedures Director at Operation Verve

Greater Melbourne Area · 500+ connections · [Contact info](#)

Operation Verve

Charles Sturt University

Providing services

Management Consulting

[See all details](#)

About

9 times out of 10 business owners say their priority is more sales but when you look closely you see time and money are wasted on inefficient processes, communication & staff training.

Effective systems and processes are essential building blocks for growth. No business can get far without them.

✔ What I Do

I'm the director of Operation Verve where our sole focus is to help businesses grow with clean systems, processes & procedures

✔ Why Me?

I have a unique ability to look at a business as though it were a machine

I see how all the moving parts should work and can quickly identify inefficiencies to implement repeatable procedures which fix the problem.

With a background in education, I also understand how to address the human aspects of the machine and can help you build easy-to-follow, learnable processes that employees adapt to fast.

Besides all the businesses I've helped I know first-hand the difference watertight processes make.

I personally transformed my debt-ridden family business after my husband's unexpected death in 2014 - This is what Operation Verve is all about!

✔ Who I work with

I work with business leaders who ...

- ▶ Want their teams to work faster and achieve more
- ▶ Are tired of fixing staff mistakes or doing it themselves because it's easier
- ▶ Are looking to duplicate and multiply business outlets
- ▶ Are ready to scale up sales but don't have capacity to handle any more
- ▶ Want their business to make more money with its existing resources
- ▶ Need their business to run smoothly, with or without them there



✔ What People Say About Me

Check out <https://operationverve.com/testimonials/> for a wealth of positive customer reviews or visit our Google My Business page <https://g.page/operation-verve?gm>

✔ Next Steps

Send me a message over LinkedIn or simply book a no-obligation discovery call with myself via the link below so I can learn a bit more about your business and how I can help you.

<https://letsmeet.io/kerryannelson/30-min-phone-call>

Message **View in Sales Navigator** **More...**

Ben Farrow · 1st 

Director at FirmChecker.com.au | Helping law and accounting firms profitably retain & grow their client base

Melbourne, Australia · [500+ connections](#) · [Contact info](#)

 FirmChecker

 University of Melbourne

Providing services

Marketing Consulting, Advertising, Pricing Strategy, and Brand Consulting

[See all details](#)

About

 What I do

Lawyers and Accountants ask for business advice from all kinds of people, but rarely from those that matter most - their clients.

I'm the director of FirmChecker, Australia's leading review platform for professionals. FirmChecker was created to help Law and Accounting Firms win more business through the power of client feedback.

 Why FirmChecker Works

Consumers increasingly check service providers' reviews online.

- When you need a good hotel you check TripAdvisor
- When you want to eat out you check Zomato
- When you are considering a Law or Accounting Firm you check FirmChecker.com.au

In fact, our research shows 82% of clients would check your firm's reviews before hiring you.

With 8,000+ reviews of Law and Accounting firms, FirmChecker is quickly becoming the number 1 ratings and reviews site for professionals in Australia.

This data helps you make smarter decisions, so you can:

1. Boost awareness
2. Build trust
3. Increase conversions
4. Enhance client experience
5. Drive word-of-mouth growth

You'll also be considered for the Client Choice Awards, which are proudly supported by NAB. (www.clientchoiceawards.net).

 Next Steps

Don't just take my word for it.

To see the benefits of using FirmChecker.com.au simply sign up for a FREE 1 MONTH TRIAL today or contact me over here and I'll happily help you set up your account - <https://www.firmchecker.com.au/claim-your-firm>






Message

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More...

Dane Boers · 1st 

MODLA modla.co

 End to end, data to decisions. Maximize value through modelling and optimization.  Modla 

Brisbane, Queensland, Australia · [500+ connections](#) · [Contact info](#)

About

With a broad knowledge from investment to marketing, accounting, engineering, HR and supply I now lead the development of Modla's knowledge base.

What Modla does

Modla helps industrial organisations make smarter asset decisions, optimizing risk, value, strategy and associated costs.

What Makes Modla So Effective

Regular asset studies are resource intensive and use limited data sets. They take a long time and are expensive.

Our approach is value based as well as being both domain AND data driven. Each model is simple to deploy, re-leverages expert input and is fast... Really fast!

We maintain a continuously growing library of knowledge (not just data) gathered from multiple organisations, industries, assets and environments.

We are able to continuously improve our knowledge base using the latest modelling methods, and leverage it in ways that our competitors can't.

Who We Work With

Our models service a range of industries including mining, utilities, oil and gas, rail and infrastructure.

We partner with consultants that service these industries, helping add further value to their clients and get ahead of their competition.

What Now?

If you want to maximize the value you get from your assets, contribute to our knowledge base, or both, simply message me over LinkedIn and I'll let you know the next steps.



Message

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More...

Kirrily Dear · 1st

I help companies pitch stronger and win better business |
Extreme ultra-marathon runner



Eyes Wide Open
Australian Institute of
Company Directors

Australia · [500+ connections](#) · [Contact info](#)

Providing services
Marketing Consulting
[See all details](#)

About

✔ What I Do

Companies often deliver excellent products and services but struggle to prove that value in their sales process.

If your company is failing to hit sales targets, losing important bids or succumbing to unprofitable contracts, then we can help.

I'm the director of 'Eyes Wide Open' and we help sales-focused companies bid stronger and win better contracts.

✔ Why Us?

Our services are very easy to use and adaptable to the specific needs of each business.

We have a wealth of corporate experience in competitive strategy, tonnes of positive energy and our clients love working with us.

We're not prima donnas, we tell it how we see it and best of all... We get results!

✔ Results

Check out some of our many ROI driven results here - www.eyeswideopen.com.au/success-stories

✔ Who We Work With

We work with sales-focused companies who seek to:

- Grow in a new or existing market
- Achieve elusive sales targets
- Perform stronger in an upcoming bid/tender
- Win market share from competitors
- Increase profit from new or existing clients.

✔ Our Services

- Tendering
- Positioning strategy
- Marketing planning
- Sales systems
- Marketing management
- Client research
- Sales tools

✔ Outside of Work

Outside of helping companies win bids, I'm the co-founder of 'Run Against Violence' aimed at raising awareness against family violence and also enjoy my extreme ultra-marathons!

✔ Next Steps

If you would like to bid stronger and win better contracts please use the link below to book in a free, no-obligation 20-minute chat to get a better understanding of how we can help.

---> www.eyeswideopen.com.au/lets-get-started



Message

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More...

Matt Harris · 1st

CTY Group

Plan the Mine, Mine the Plan Aligning Production and Planning Teams

Brisbane, Queensland, Australia · [500+ connections](#) · [Contact info](#)

About

What I do

I am the principal consultant for CTY, a company that helps mining operations deliver production targets by unlocking value from the relationship between production and planning teams.

There is a shortage of mining engineers with production experience and production teams with planning experience.

This results in a misalignment of understanding between the two departments.

These shortcomings are often attributed to difficult teams or poor management.

In reality, the issues often lay with poor communication.

By helping teams understand the why, what and how, I ensure aligned communication and production targets are met.

What Makes CTY Unique

With extensive experience across both production and planning, I understand where the misalignment of expectations often sits.

I can bring innovative solutions that are only possible with the objective perspective of an outsider looking in. Drawing on production and consulting experience, I can deliver results across a spectrum of difficult scenarios and teams.

Who I Help

Mining operations experiencing any of the following issues:

A mis-match between planned and actual production performance

A complicated mine plan that the mine planning team are struggling to communicate to the production team

Plans are being issued but not followed

Technical design issues causing safety and productivity impacts during the extraction phase of mining.

Next Steps

If you want your planning and production teams to deliver the production target or you are having trouble with complicated mine plans, poor communication or misaligned teams, then let's talk. Remember that it's your people, your results.

Message me any time to organise a catch up over coffee. My shout!



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Paul Peter · 1st

⚠️ Reducing Risk in High Risk Industries ⚠️ Mining | Oil | Gas | Construction | Agriculture Risk Management Consultant
Brisbane, Australia · [500+ connections](#) · [Contact info](#)

- Auxilium One Pty Ltd
- Institute of Chartered Accountants Australia and...

About

What I do

I help high risk industries (Mining, Oil, Gas, Construction, Agriculture) control and mitigate their people, property and business risks in order to achieve their business objectives safely.

What Makes me unique

With over 25 years experience in risk management and a background as a chartered accountant, I understand how to tie risk management back to the impact it will have on business objectives in severely hazardous and complex environments.

I am able to simplify and communicate business and safety risks effectively so that everybody in the organisation can understand them from the shop floor to boardroom.

Who I work With

I work with organisations in mining, oil, gas, construction and agriculture. Organisations that see the value in risk management and either do not know how to implement a "fit for purpose" risk management solution or feel that the current risk management process is too complicated.

Services I provide

- End-to-end risk management solutions
- Conduct Independent Incident Investigation
- Risk Management Training and Coaching
- Writing Risk Chapters for Project Tollgate Progression
- Risk Assessment Facilitation (Business Strategies, Option Analysis, Bow-Tie Analysis and Uncertainty Matrix Analysis)

Let's Talk

If you are concerned about meeting your business objectives, or need advice navigating complex risk within your organisation, then reach out over LinkedIn to chat, or to organise a catch up over coffee. Look forward to hearing from you and seeing how I can help.

paul.peter@auxiliumone.com.au
040 962 4512



STORYTELLER | WRITER

Sarah Cannata · 1st

Helping businesses to bring their brand to life through storytelling ✍️ writer

Melbourne, Australia · 500+ connections · [Contact info](#)

Message

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More...



Sarah Cannata Pty Ltd



La Trobe University

About

Businesses often struggle to find reliable writers who can produce quality work to tight deadlines and in line with the brief.

✍️ What I do

I help businesses to bring their brand to life through storytelling.

People connect through stories.

The most successful brands know this and understand the 'why' is often more important than the 'what'. I help brands connect with their audience by effectively communicating their bigger purpose.

✍️ Why me

I have a track record of generating sales with effective copy by establishing a connection to the audience.

I'm able to adjust my tone across different audiences and help visionary brands to communicate their message and voice.

As I work with numerous people, I understand the importance of fast turnarounds, quality work and following a brief.

✍️ Who I work with

- Purpose driven businesses
- Not for profit organisations
- Advertising/Marketing agencies
- Social enterprises

✍️ My services

Focused copywriting / storytelling for:

- Websites / blogs / ebooks / media releases
- Product descriptions / explainer articles
- Email marketing
- Social media posts

✍️ My background


I'm a trained journalist and have always enjoyed writing and working in Communications. I've published a book (Willow Willpower) and have also been published in The Huffington Post, Mamamia, The Age, Women's Agenda, Kochie's Business Builders, SBS Online and so on.

✍️ Next steps

To find out how I can help you, simply send me an email at info@sarahcannata.com or learn more at www.sarahcannata.com

Sign up to my newsletter: <http://eepurl.com/gYCdz9>

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Trent Butler, CA · 1st 

Helping Service-Based Professionals attract their ideal clients by leveraging the power of LinkedIn

Sydney, Australia · 500+ connections · [Contact info](#)



Trent Butler CA



Chartered Accountants
Australia and New Zealand

About

Advisory businesses with no control over incoming enquiries are at the mercy of referrals and word-of-mouth marketing. For practitioners just starting out who don't have a network to leverage or for existing firms striving for growth, having a reliable source of new enquiries is essential.

▶ WHAT I DO

Simply put, I help serviced-based professionals win more high-value clients.

I don't advocate pushing for an immediate telephone call or meeting with high-value prospects which usually gets you the brick wall of silence. Instead, I'm all about conversations that demonstrate your expertise and value up front, which naturally leads to the potential client actively wanting to engage with you. This is the dynamic you want before escalating the conversation to a telephone call or face to face meeting.

▶ WHY IT WORKS

It's common knowledge attention spans have dropped significantly and trust can be difficult to establish. Experience has taught me helping clients with their business development, starting a genuine conversation that communicates your value drastically increases your chances of progressing to a phone call, meeting or new client engagement.

Unlike content marketing, SEO and pay-per-click advertising (which requires an initial capital investment and a fair amount of patience), all you really need to generate new leads for your business is a great service that you stand behind.

▶ WHAT PEOPLE ARE SAYING

"Absolutely thrilled with Trent's program and the results that have transpired. I still have so much more work to be done to fine tune my new skills, that is when I find the time after responding to the countless messages I have received! Would absolutely recommend his program, and Trent really goes out of his way to make this work for you!"

Naomi Dorrington, Virtual CFO

"I just wanted to say thank to you and the team for all your hard work. The campaign has definitely resulted in connections with our target market leading to some promising leads..... all within a short campaign! As you advised, I didn't need to spend a lot of time each day... from both a cost and time perspective, it has really been pretty efficient! Thanks very much."

Jack Abeyratne, Principal Liquidator, APL Insolvency

▶ WHAT NEXT?

Check out my FREE LinkedIn training available at <https://go.trentdbutler.com/learning>, or reach out to me at (02) 8091 1765, trent@trentbutler.com.au or right here on LinkedIn.