

THE VOICE

Monthly Newsletter for our Australian Alumni Community

ISSUE 43 | SEPTEMBER 2024

A MESSAGE FROM THE PRESIDENT

Dear Members & Partners,

Earlier this month, I was invited by the University of South Australia (UniSA) Alumni Association to attend the 2024 Blooming Blue Reunion Dinner. I had the opportunity to hear from the new Chancellor of the university, The Honorable John Hill and Chief Advancement Officer, Dr. Colin Taylor about the recent developments in the creation of the Adelaide University.

I also had the opportunity to attend Curtin University 2024 Singapore Alumni Sundowner. The event was hosted by Vice-Chancellor Professor Carlene Hayne CNZM. I also had the opportunity to meet and interact with Professor Alex Stojcevski, the newly appointed President and Pro Vice-Chancellor of Curtin Singapore.

AAS 69th Anniversary Gala Dinner is fast approaching, and we have some exciting announcements leading up to the event.

- I am pleased to announce that prominent Australian alumnus, Mr. Peter Ong has kindly accepted our invitation to be our Guest of Honor for the night. Mr. Ong was awarded Colombo Plan Scholarship to pursue his Bachelor of Economics at the University of Adelaide. On returning to Singapore, he held many prominent roles including as Head of Civil Service, Permanent Secretary at Prime Minister's Office and as inaugural Chairman of Enterprise Singapore. Mr. Ong is currently the Chairman of Pontiac Land Group and sits on the board of Monetary Authority of Singapore.
- To commemorate our 69th Anniversary, we have 69 amazing prizes to be won. The top 5 prizes are worth over 10,000 dollars which includes 2 return tickets to Sydney sponsored by our Official Airline Partner Singapore Airlines, luxury hotel accommodation, luxury experiences and more.
- We will be recognizing the contributions made by our alumni community at the event. Through the Outstanding Alumni Association Award, we will be recognizing alumni associations that has worked hard to engage their alumni network, contribute back to their alma mater and to the community.
- We have also put together some exciting live performances, fun games and some amazing memorabilia for you to collect.

We can't wait to welcome you all at the event on Saturday 19th October at Amara Sanctuary Sentosa. The team at Amara has arranged free entry to Sentosa, free shuttle service to the venue and special rates for the weekend at the venue.

Follow us on your social media channels to know more and keep yourself updated on the latest information.

Yours Sincerely,



Rajaneesh R Kurup
#forwardtogether



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Gala Dinner 2024

ENCHANTED FOREST

Guest of Honour



PETER ONG

Chairman,
Pontiac Land
Group



Saturday, 19 October 2024



Amara Sanctuary Resort Sentosa

Exciting lucky draw prizes



Diamond pendant worth
\$2,000



Air tickets to Sydney on
Singapore Airlines



Amara Hotel staycation
package **and...66 more prizes!**

Event highlights

- Best-dressed contest prize \$1,000
- Live music and dance floor
- Networking opportunities
- Awards and recognition
- Special room rates at Amara Sanctuary Resort @\$270++ per night

*Complimentary shuttle service
between Harbourfront MRT and
Gala venue.*



Australian Alumni Singapore
since 1955

GET 
TICKETS



Chris Cheah, AAS Chair of Council of Advisor met the Chief Minister of Penang

Below is a post retrieved from Chief Minister of Penang, Mr Chow Kon Yeow's facebook



Glad to welcome a delegation from TrustCapital Group of Companies from Singapore, led by its chief executive officer Chris Cheah, to my office in Komtar today.

During the courtesy visit, we discussed several issues, including industrial property, the high-tech semiconductor sector, currency rate and foreign direct investment (FDI) into the state.

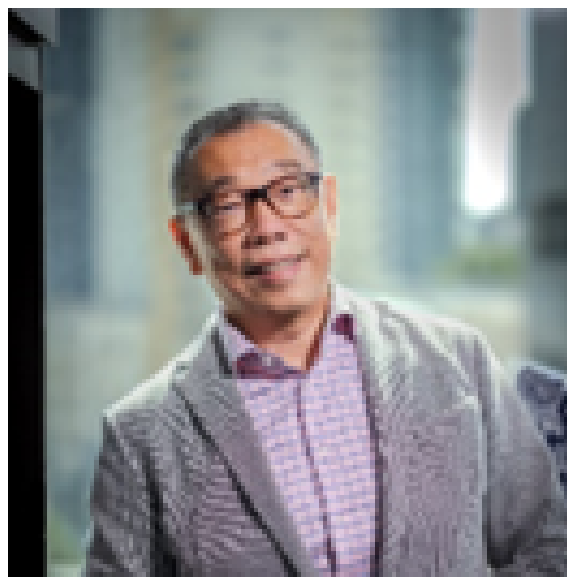
The state government remains committed to supporting the growth of local companies, particularly small medium enterprises (SMEs) and small medium industries (SMIs) in Penang.

Others present included Penang Local Government, Town and Country Planning Committee chairman Jason H'ng Mooi Lye and Chief Minister's political secretary Lau Keng Ee.

KIT KOH

JAMES COOK UNIVERSITY GRADUATE

Kit (full name Jin-Kit KOH) earned the Master of Guidance & Counselling degree from James Cook University. He is an experienced business-leader-turned-counsellor. In the past 20 years, he has held various leadership roles with global and local organisations at management (e.g., Group CEO) and board of directors' levels in the Financial Services, IT, and Hospitality sectors. Among other things, he has successfully turned around organisations and led talents from various countries and diverse backgrounds to achieve organisational goals.

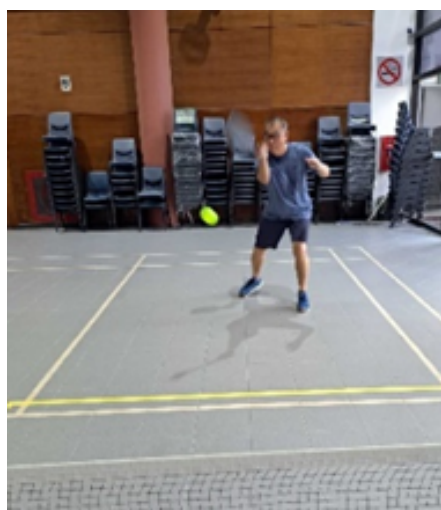


Currently, Kit provides career counselling and mental health counselling in English and Chinese (Mandarin) to teenagers, working adults, and those transitioning to semi-retirement or retirement. Some of the clients needed career counselling and coaching, and others needed a mix of mental health and career counselling. Common challenges include career pathways uncertainty, work-induced anxiety, social anxiety, traumatic experiences, depression, work problems, ADHD, autism, and grief (such as the loss of a loved one, relationship, job, financial assets) among others.

His business and life experiences have helped him to gain a deeper understanding of the stresses, struggles and aspirations of clients from all walks of life, and indeed, that understanding has earned him commendations and much appreciation from those clients.

He currently practises with Promises Healthcare clinic as a counsellor (profile: <https://promises.com.sg/about-us/our-team/kit-koh/>).

Kit also has a master's degree in Organisational Psychology and Human Resources Management from the City University of New York. His first degree was in computer science from Canada. He began his career in software engineering before he transitioned to programme management, marketing, business development, general management, board leadership, and counselling/coaching. He is privileged to have lived and worked in various countries in North America and in the Asia-Pacific region, where he was exposed to a wide range of business and social cultures. As such, he is familiar with career and life transitions.



For personal wellness, Kit can be found on his bicycle, on the pickleball court, in the pool, singing (karaoke and with band), practising Yoga and Pilates, or meditating.

He can be contacted on LinkedIn: <https://tinyurl.com/Kit-at-LinkedIn>





Australian Alumni Singapore
since 1955

The Mentorship Program aims to equip AAS members to meet the challenges in entering or already in workforce and to enhance the networking opportunities for participants.

The program will pair a mentor with a mentee. Each mentor and mentee will commit to participate in the program for at least 4 calendar months from 2024 - 2025. Each mentor and mentee should commit to meet at least 1 hour each month. The mode of meetings shall be as agreed between the mentors and mentees.

The mentorship programme will cover

Student Mentorship Programme

MENTEE

For potential mentees, this is a opportunity for you to connect with a mentor who can offer you insight, advice and help you to navigate the next stage/s of your career.

REGISTER AS MENTEE



MENTOR

For potential mentors, this is a great opportunity to give back, become a leader and refine your own skills and network.

REGISTER AS MENTOR



James Cook University in Singapore Celebrates 10th Anniversary of the Design Sprint Challenge



10 years of Design Sprint: The Design Sprint Challenge is a two-day event held as part of the University's Design Thinking classes. This year, over 300 students from various programs studying Design Thinking modules went on a literal sprint to develop solutions and prototypes for real-world problems.

The Singapore campus of James Cook University is always working to nurture students who are innovative problem-solvers, equipping them with the skills to tackle real-world challenges through various initiatives. One such initiative is the Design Sprint Challenge, organised by the School of Science and Technology every trimester. The event sees students from various programs taking Design Thinking I, II and III as well as The Business School's BU2001 (The Future of Work: Seminar Series) classes coming together to develop mentorship skills, collaborate and present their prototypes and demos to guests, lecturers, and fellow students. Solutions can take on various forms, such as software, apps, products or processes.

"In 2015, we started this event to provide a unique assessment for students in our Bachelor of Information Technology program. Today, it has expanded to include participants from the Bachelor of Cybersecurity and Bachelor of Business programs," says Associate Professor Roberto Dillon, Academic Head, Science and Technology.

"The event gives our students opportunities to engage with industry professionals, learn from each other, and gain insights that go beyond the classroom," adds Associate Professor Dillon.

This trimester's event, held on 12 and 13 August 2024, marks the 10th year of the Design Sprint Challenge. It saw over 300 students coming together on a literal sprint to address a variety of complex topics, pushing them to innovate and think critically. The students formed groups of five to eight to take on one of the following four themes:

- **Presentation skills**

Teams were tasked to develop solutions to help students become better speakers – that is, to enhance confidence, clarity and engagement in presentations.

James Cook University in Singapore Celebrates 10th Anniversary of the Design Sprint Challenge



- **Team collaboration skills**

This theme involved fostering effective team collaboration – to create a solution that empowers others to communicate effectively, share responsibilities and achieve common goals.

- **Learning how to learn**

In this challenge, teams had to investigate and address the issues that prevent or make it difficult for university students to engage in effective learning activities. They then had to develop a solution to help students overcome such challenges.

- **Fostering cross-cultural communications**

This theme prompted teams to investigate how to facilitate and enhance cross-cultural collaboration. Teams were tasked to research the barriers and opportunities in cross-cultural communication and teamwork, and develop a solution that helps individuals and organisations navigate cultural differences effectively.

Over the course of two days, students engaged in an intensive sprint to design innovative solutions and prototypes. On the first day, they interviewed "problem owners," or stakeholders, to understand the current challenges from their perspectives. These stakeholders included representatives and companies from diverse sectors that harness Infocomm Technology, such as sustainability, education and social services. After a full day of brainstorming and sketching their ideas, the students refined their prototypes and presented them to the problem owners the following day. Five winning teams were selected based on the clarity, innovation, and the quality of their prototypes.



"Over the past 10 years, the Design Sprint Challenge has grown into an important part of our Design Thinking curriculum, fostering creativity and collaboration among our students. It's inspiring to see how each cohort brings fresh perspectives and innovative solutions to the table," says Professor Dillon.

"I'd like to acknowledge the outstanding efforts of our lecturers. Our subject lecturer Michael Hansen, for example, has been instrumental in running the Design Sprint Challenge for the past seven years. We are also glad to have dedicated academic planning staff who have expertly managed the logistics behind the scenes," he adds.

Find out more about the [Singapore campus of James Cook University](#).

Contacts

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JCU Conversations is the premier podcast series of James Cook University, Singapore —bringing to you discussions with successful leaders in the industry (across fields such as business, education, sustainability, and more) while offering a deeper understanding of their personal lives, careers, inspirations, and approaches to success. Join our rotating chair of distinguished hosts as we find out: What makes these bright minds tick?

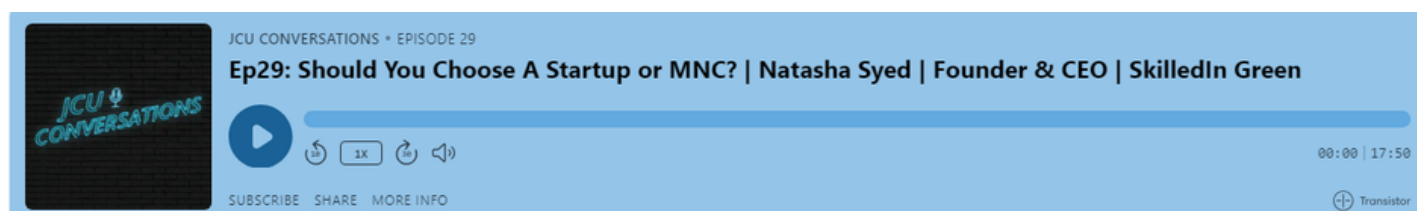
Latest ▾



JCU Conversations 29: Natasha Syed

Meet Ms Natasha Syed, Founder and CEO of SkilledIn Green, a talent marketplace that focuses on green skills and careers in sustainability. Natasha pivoted from a conventional 9-to-5 career in banking & finance to follow her passion for entrepreneurship. Join us as she talks about her journey, her commitment to sustainability and more.

This episode's host: Michelle Thrash, Senior Manager, Student Careers at James Cook University in Singapore.



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OCT 2024



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Keynote speakers announced (so far) include:

- The Hon Victor Dominello
Former NSW Minister for Customer Service
- Steve Vamos
Business Advisor and Investor
- Megan Caywood Cooper
Former Chief Platform Officer, Starling Bank
- Danette Fenton-Menzies CPA
Director of Learning, Magical Learning
- Nor Yati binti Ahmad CPA
Accountant General, Malaysia
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Managing Director, Kmart
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*Conditions apply

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Victoria's Deputy Premier, The Hon. Ben Carroll MP visits Singapore



Earlier this month, we had the honor of hosting Victoria's Deputy Premier, Minister for Education, and Minister for Medical Research, The Hon. Ben Carroll MP, in Singapore. Over a productive two-day program, Minister Carroll engaged with prominent stakeholders from both the education and medical research sectors.

Meetings included key discussions with:

- The National Institute of Education and The Academy of Singapore Teachers: Exploring innovative educational practices and potential collaborations to enhance teaching methodologies.
- SkillsFuture: Examining opportunities to align vocational training and skills development programs with Victoria's world-renowned education system.
- BioNTech: Delving into advancements in mRNA technology and potential partnerships in the burgeoning field of biotechnology.
- The National Research Foundation and National Health Innovation Centre: Discussing strategies for fostering research excellence and driving innovation in health and medical sciences.
- A*STAR (Agency for Science, Technology and Research): Exploring synergies in research initiatives and technology transfer between Victoria and Singapore.
- The National Centre for Infectious Diseases: Reviewing collaboration opportunities to strengthen pandemic preparedness and response capabilities.
- Singapore Life Science Incubator: Explore opportunities for Victorian companies to participate and strengthen life science ecosystem.



This visit aims to solidify these connections and explore new opportunities for collaboration, reflecting our shared commitment to education and medical research!



Transforming Lives in Southeast Asia: The Economic Benefits of Investing in Eye Health



At The Fred Hollows Foundation, we've always understood that investing in eye health transforms lives. Over the past 30 years, we've restored sight to more than 3 million people.

Now we have the data that demonstrates what we know.

The Fred Hollows Foundation has recently released a groundbreaking report in partnership with Victoria University's Institute of Strategic Economic Studies, that outlines the economic benefits of investing in eye health. The report, which used an investment case economic modeling technique, estimates the return on investment (ROI) in eye health to achieve the World Health Assembly (WHA) targets by 2030. The results show that investments in eye health are among the highest ROI of any disease intervention.

The report focuses on the two leading causes of blindness and vision impairment – cataract and refractive error – and models intervention costs and benefits across 19 countries in which The Foundation works. The benefits of restoring sight, which in this report focus solely on economic returns, include increased labour force participation and productivity, and improved education and learning.

Remarkably, cataract treatment, on average, returns US\$20.50 for every dollar spent, while refractive error treatments return on average US\$10.80 for myopia (nearsightedness) and US\$8 for presbyopia (age-related vision loss). Together, investment in the two leading causes of blindness and vision impairment will return on average US\$9.40 for each dollar spent.

This demonstrates what we all know – that investment in eye care has a great return.

Despite a dramatic economic upturn in recent years, the burden of blindness and vision impairment is still significantly high in the Southeast Asia region, accounting for 31% of the world's blind. That's why it is time to step up our investment in eye health in Southeast Asia. When we look at the findings from Southeast Asia, the estimated ROI for cataract treatment on average returns 22.4. Refractive error treatments return on average US\$11.8 for myopia (nearsightedness) and US\$8.4 for presbyopia (age-related vision loss). Together, investment in the two leading causes of blindness and vision impairment will return on average US\$10.4 for each dollar spent in Southeast Asia.

Transforming Lives in Southeast Asia: The Economic Benefits of Investing in Eye Health



In Cambodia, where The Foundation has been actively working in since 1998, over 90% of blindness cases are preventable and primarily caused by cataract. Unfortunately, many people either lack the financial means to undergo the necessary surgery or are unaware of the available options. There is an ongoing need to address the challenges surrounding eye health in Cambodia, and increased investments in this area can provide a viable solution. Notably, cataract surgery in Cambodia demonstrates an estimated ROI of US\$22.6, while the estimated ROIs for myopia treatment and presbyopia treatment are US\$4.5 and US\$3.0, respectively.

The findings provide a compelling case for impact and social investment networks to invest in eye health in Southeast Asia. Beyond the great economic return that investment in eye care yields, restored sight brings longer and healthier lives, reductions in extreme poverty, increased labor force participation and productivity, increased school attendance, gender equality and independence. Investing in eye health not only benefits individuals but also has a positive impact on communities and the region's economic development. Contact The Fred Hollows Foundation to get more information on the economic benefits of investing in eye health and explore how your organization can contribute to eye health development.



The Fred Hollows Foundation has been a key leader in advocating and promoting the need to prioritize eye health investments. The Foundation's transformative approach to eye health, which includes strengthening health systems and partnerships with governments, local partners and other stakeholders, has been a key driver of our success in restoring sight to millions of people worldwide. These partnerships have been critical in ensuring that eye health programs are sustainable and have a lasting impact.

The Fred Hollows Foundation is committed to ending avoidable blindness, but we can't do it alone. Urgent collective action is needed across government, non-government, philanthropy and the private sector to prioritise health system investments to meet the 2030 global eye care targets. If we don't act now, by 2050 it is estimated that more than 1.7 billion people will be living with avoidable vision impairment.

Eye health programs transform lives and now is the time to step up our investment in eye health.

We welcome corporate partners who are interested in investing in eye health to [get in touch with us](#). Visit our website at www.hollows.org if you are interested to find out more or contact llee@hollows.org

NEWS & EVENTS



Opportunities on the Horizon

Our team met with Peter Cock (CEO, Newcastle Airport Pty Limited) and Andrew Warrender (Executive GM, Aviation & Air Freight Business Development) to explore potential research collaborations in aerospace engineering and tourism.



Forging Closer Ties with Malaysian Institutions

Dr Koh Yit Yan (Acting Academic Director) and Mr Andy Chai (Marketing and Business Development Manager) met with representatives from private institutions in Malaysia, alongside our dedicated PSB team. This meeting marks a significant step forward in strengthening ties between the University of Newcastle, Australia, and private universities in Malaysia.

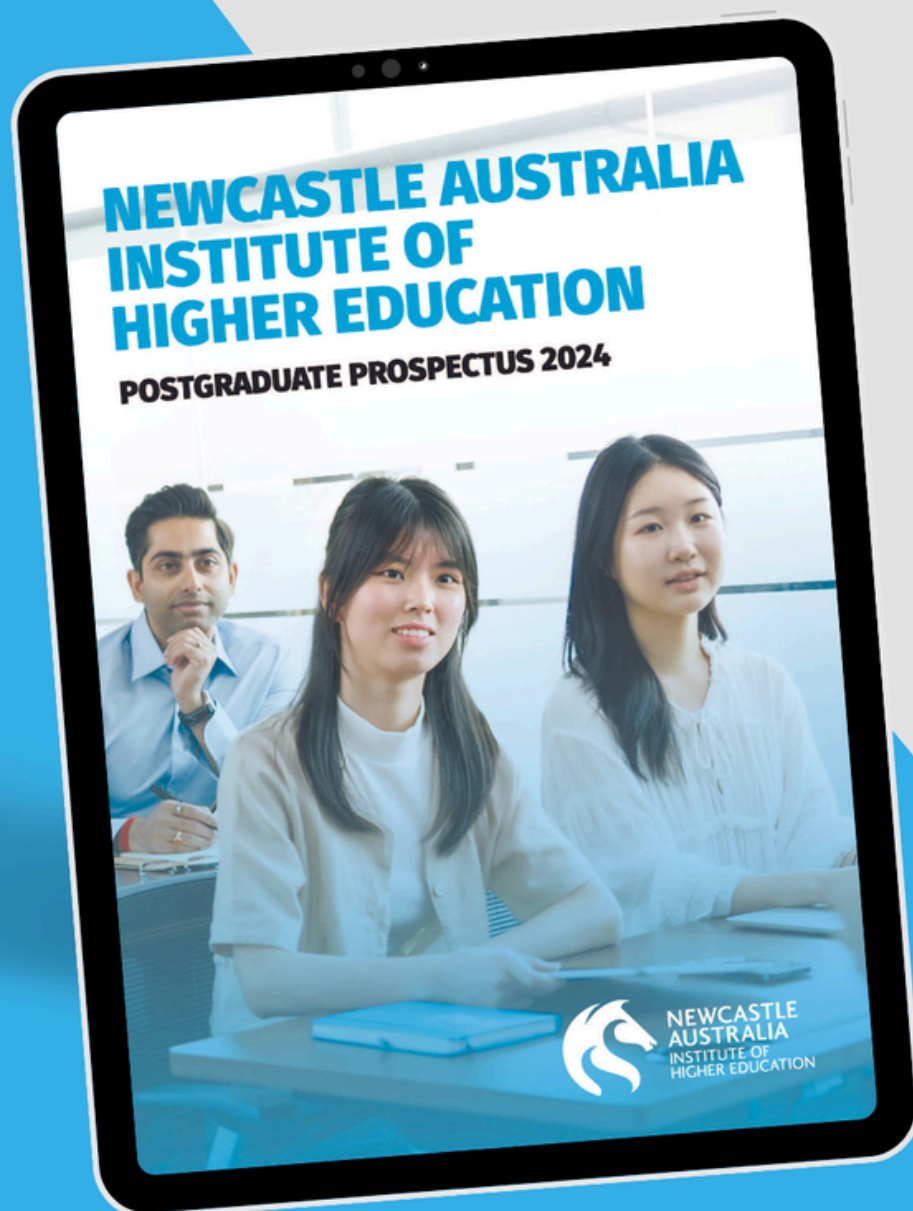


Purpose Powers a Lifetime of Teaching

This Teacher's Day, we celebrate Jane Hayes, an inspiring alumna of the University of Newcastle, Australia, who has devoted nearly 50 years to the field of education. Jane's unwavering passion and resilience exemplify the true essence of a purpose-driven life.

[➤ Read More](#)

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Maximise the value of your SGD: Expert Tips on FX Transfers from OFX

Editor: Jason, it was great seeing you at the Australian Property, Wealth & Tax event in August. As the Account Manager for the OFX & Australian Alumni Association partnership, I'm sure you've been asked many questions about FX transfers. Let's dive into some common queries our members have, especially those moving large sums between Singapore and Australia for property purchases, education, and more.

Jason: It was a fantastic event, and I really enjoyed catching up with everyone. Happy to answer your questions!

Editor: How should someone decide on the right platform for sending money overseas?

Jason: When choosing a platform, it's important to consider security, regulatory oversight, and customer support. OFX has been listed on the Australian Securities Exchange since 2013 and is regulated by over 50 global authorities. We operate through a network of 16 banking partners and have processed over SG\$275 billion in transfers for more than a million clients globally.

Apart from compliance and security, customer service is also key. At OFX, we have a dedicated Singapore-based dealing and customer service team, in addition to myself being locally available here in Singapore. Plus, our 24/7 global support hotline ensures that clients can reach us any time they need guidance or assistance with their transfers.

Having local expertise and round-the-clock availability can make a real difference, particularly for larger or more complex transactions.

Editor: How does OFX compare to banks and other FX providers?

Jason: With OFX, we offer very competitive exchange rates than traditional banks and many other platforms. We're also tailored for large transfers, which is often the case for people moving funds for property purchases, repatriation, or education. Unlike many banks, we don't charge any fees for clients based in Singapore, though third-party fees might apply depending on the receiving bank.

Editor: How do I ensure I get the best exchange rate?

Jason: While OFX doesn't predict future rates or offer financial advice on timing, we do provide a range of tools that can help you manage your transfers more effectively. For instance, a Limit Order lets you set your desired exchange rate, and we'll automatically process your transfer when the rate is met. Alternatively, if you want to lock in a rate now for a future transfer, our Forward Contracts are available for eligible individuals and businesses. These tools are especially useful when rates fluctuate, and you want more certainty.

Editor: What costs are involved in Forward Contracts?

Jason: When using a Forward Contract, there are no additional fees, but you may need to place a small deposit upfront, which is held as security against your future transfer. It's a way to plan ahead with peace of mind, knowing your rate won't change.

Editor: What's the process for getting started with OFX?

Jason: It's straightforward—head to our website or app to open an account. The verification process is quick, and once your account is active, you're ready to start transferring. For businesses and individuals making frequent transfers, we also offer dedicated account managers who can assist with any complex needs.

Editor: Thank you for these insights, Jason. It's clear that OFX provides a lot of value for those making large and regular international transfers.

Jason: Thanks for having me! Always a pleasure to help members make informed decisions about their FX needs.



[Head to our website!](#)

AAS BEER & BRAINS SESSION

by Steffie, Ernest, Raj, Michael

Venue: The Autobus @ 6A Shenton Way, #01-01 Downtown Gallery, 068815

4 October 2024 | 7pm SGT



Come & join us for a chill & relaxing evening of networking and getting to know the AAS Management Committee - Raj Kurup (JCU), Steffie Vanessa (JCU), Ernest Toh (Murdoch) & Michael Aw (La Trobe).

Kindly note: Participants will pay for their own drinks.

For more information & to Register, please scan the Whatsapp QR Code



RAJ KURUP

President



STEFFIE VANESSIA

Chair of Events



ERNEST TOH

Co-chair of Events



MICHAEL AW

VP & Treasurer



Some of our past Beers & Brains sessions

HIGHLANDER BAR @ MILLENIA WALK



ELEMENT @ TRAS STREET



Wednesday, 18 October 2024

JCUSAA Alumni Annual Dinner 2024



Step into a night where the cosmos align just for you at JCUSAA Alumni Annual Dinner 2024!

Imagine an evening where every detail, from the twinkling lights to the celestial decorations, is inspired by the magic of the stars and the mystique of astrology. This isn't just an event; it's an experience designed to enchant and captivate. Whether you're an avid astrology enthusiast or simply in search of a night filled with wonder, we promise an unforgettable adventure. Let the stars be your guide as you mingle with fellow cosmic travelers and the night sky comes alive with the joy of togetherness. Join us, and let's make this evening one to remember!

JCUSAA Alumni Annual Dinner 2024 Event Details

Date: Friday, 18 October 2024

Time: 7.00pm (registration and cocktail start); 7.30-10pm (dinner)

Venue: Four Points by Sheraton Singapore, Riverview - 382 Havelock Rd, Singapore 169629

Theme: Stellar Soiree (Astrology)

Click on the link below to join us on this stellar reunion!

<https://jcusaa.raklet.com/Events/Home/Details/71efefad-9e71-43c1-a439-eb6b3a374bf3>

Tuesday, 22 October 2024

Research Spotlight Series #4 – Harnessing the social impacts of tourism



When: 22 October 2024, 4pm to 5pm

Location: C2-15, Sims Drive Campus

Tourism has tremendous social impacts on local communities' lives and livelihoods in destinations. Community well-being and Quality of Life (QoL) need a deeper understanding of perceived social impacts. Understanding social impacts of tourism on host communities is also vital in the context of tourism planning and Community Based Tourism (CBT) development. Community perception of social benefits and costs results in potential hospitable or hostile response to tourists and tourism development. Harnessing the social benefits and reducing the social costs of tourism is significant for destinations resulting in a more sustainable tourism development.

Speaker



[Dr Zilmiyah Kamble](#)

Senior Lecturer, Business (Hospitality & Tourism Management)
James Cook University, Singapore

This is a hybrid event.

[Register now](#)
(PHYSICAL)

[Register now](#)
(ZOOM)

Photos and recording will be taken during the event for news and various publicity purposes

Registration information collected here will be handled in accordance with the [Privacy Policy](#) of the Singapore campus of James Cook University.

James Cook University | 149 Sims Drive, S(387380) | CPE Registration No. 200100786K | Period of Registration: 13 July 2022 to 12 July 2026



RESOURCE CONNECT ASIA

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UPCOMING EVENTS

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For more information & to Register, please scan the Whatsapp QR Code and join AAS Sustainability Social Interest Group



AAS CYCLING INTEREST GROUP MONTHLY MEETUP

SATURDAY, 12 OCTOBER 2024 | 6.30AM SGT

For more information and to Register, please scan the Whatsapp QR Code and join the AAS Cycling Social Interest Group below.



[LINK](#)

Thursday, 12 September 2024

An Afternoon with the Society of the Aged Sick (SAS)



Monash University Alumni Singapore (MUAS) spent a meaningful afternoon on Sunday, 15 September with residents of the Society of the Aged Sick (SAS), where volunteers and residents bonded over conversations and music, as we invited alumni of 黄金年华 (Golden Age Talentime) to perform for everyone.

Monash University Alumni Singapore (MUAS) also pledged a SGDS\$1,000 donation to Society of the Aged Sick (SAS) which further reinforces our dedication to giving back to the community.



PAST EVENTS

UNISA BLOOMING BLUE REUNION DINNER 2024

THURSDAY, 12 SEPTEMBER 2024



2024 CURTIN UNIVERSITY SINGAPORE ALUMNI SUNDOWNER

WEDNESDAY, 25 SEPTEMBER 2024



SOCIAL INTEREST GROUPS

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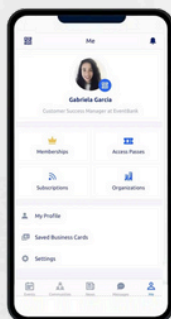
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Organisational Resilience in the New Normal

THE “NEW NORMAL”

As Governments, businesses and societies begin to adapt to the post-COVID 19 pandemic environment, organisations continue to evolve in a complex operating climate impacting daily operations, assurance to stakeholders and creating a sense of uncertainty. Left unchecked, these may materialise into potential undesirable consequences causing unnecessary disruption or leading to a crisis in their organisation.

Navigating through these complexities require trained and experienced professionals to ensure such threats do not become a reality and if they ever do, organisations must be ready to implement well tested contingency and response plans to recover from and resume critical operations.

It is a proven and well documented fact when organisations that are resilient and equipped to manage risks not only stand a higher chance of survival in their respective competitive fields but emerge stronger and ready to take on potential opportunities left behind by others who are not as well prepared.

Post-pandemic, more businesses, governments and key stakeholders will be requiring a greater adoption of business continuity and crisis management plans and procedures. Is your organisation ready?

WHY CLIENTS CHOOSE US

Clients want to partner with us because:

- We simplify resilience and continuity
- We “hand hold” you to develop your resilience plans (some say we do everything for them) at your pace
- We work with organisations of all sizes and maturity phases (i.e., regardless if it's a full programme or to review existing components)
- More importantly, our specialists are field-tested with actual planning, execution and response experience across multiple sectors (yet we don't charge sky high rates)

INFINITY CONTINUITY

We're an independent organisational resilience consultancy and training practice with a core focus in emergency preparedness, business continuity and crisis management. Established since 2013, our goal is to enable governments and businesses to achieve organisational resilience through customised solutions specific to our clients' needs, goals and strategy

Our services can be broadly categorised (but not limited to) as follows:

- Business Continuity and Crisis Management:
- Resilience and readiness assessment
- Programme and policy development
- Business impact analysis and risk assessment
- Business continuity, emergency response and crisis management plan(s) development
- Training and awareness workshops
- Readiness tests and exercises
- Programme maintenance
- BCM and crisis management audits

Talk to us today at (65) 66796231 or email us Enquiries@infinitycontinuity.com, or simply visit our website at <http://www.infinitycontinuity.com> to find out how we can partner with you!

As part of the 2024/25 budget, the Australian Government announced that it will implement a new National Innovation visa, replacing the current Global Talent visa (subclass 858) from late 2024, to target exceptionally talented migrants who will drive growth in sectors of national importance. Although we are not sure on the parameters of the new visa, we think it will look for the cohort of candidates similar those under the current global talent visa programme.

On the other hand, the Business Innovation and Investment visa program (BIIP) will cease, most likely as a result of the Australian government taking on the Productive Commission's recommendation that the business migrants make limited economic contribution to Australia.

Budget 2024–25 | Budget Paper No. 2

Migration System Reforms

Payments (\$m)	2023-24	2024-25	2025-26	2026-27	2027-28
Department of Home Affairs	-	8.5	8.3	..	-
Australian Taxation Office	-	1.5	-	-	-
Department of the Treasury	-	*	*	*	*
Total – Payments	-	10.0	8.3	..	-
<i>Related receipts (\$m)</i>					
Australian Taxation Office	-	*	*	*	*
Department of Home Affairs	-	-45.0	-40.0	-35.0	-35.0
Total – Receipts	-	-45.0	-40.0	-35.0	-35.0

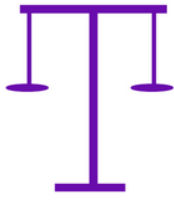
The Government will provide \$18.3 million over four years from 2024–25 to further reform Australia's migration system to drive greater economic prosperity and restore its integrity. Funding includes:

- \$15.0 million over three years from 2024–25 for information and education activities to provide migrant workers with accurate and appropriate information about workplace safeguards, protections and compliance measures related to migration laws
- \$1.9 million in 2024–25 to conduct a data-matching pilot between the Department of Home Affairs and the Australian Taxation Office of income and employment data to mitigate exploitation of migrant workers and abuse of Australia's labour market and migration system.

The Government will implement a new National Innovation visa, replacing the current Global Talent visa (subclass 858) from late 2024, to target exceptionally talented migrants who will drive growth in sectors of national importance. The Business Innovation and Investment visa program (BIIP) will cease, with refunds of the visa application charge provided from September 2024 for those who wish to withdraw their BIIP application. The measure includes \$1.4 million in 2024–25 for necessary system changes for the implementation of a new visa and closure of the BIIP.

For those who qualify under the current Global Talent Visa programme, we encourage you to get in touch with us so we can assist you with your EOI and visa application submission: globaltalent@alclawyers.com.au or phone +61279009570.

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Hyder was born in Singapore and educated in Melbourne. He is a registered nurse (UK), a qualified lawyer, an accredited mediator, a registered Migration Agent as well as a Fellow of the Royal College of Nursing in Australia. He has post graduate qualifications in business/management, law and nursing. He has served as an officer with the Royal Australian Air Force, both in Australia and overseas. He has published in areas such as trans-cultural nursing, health law, criminal law and military law. Hyder has experiences in a range of legal areas and has worked across the legal spectrum, from working in Riyadh, Saudi Arabia for one of the world's biggest law firms, to General Legal Counsel of one of the world's largest Sovereign Wealth Funds.

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* Invisalign Singapore is facilitating the outreach program for corporates. The dental treatments, Invisalign treatment consultation, offers and payments will be directly between the patient and the partner clinic for this program.
** Data on file at Align Technology, September 30, 2022

Don't wait any longer - **register now through the QR code on the poster** and take advantage of this amazing opportunity. Your family members can enjoy it too, so spread the word and let's achieve those dream smiles together!

LET'S GET THOSE SMILES SHINING!



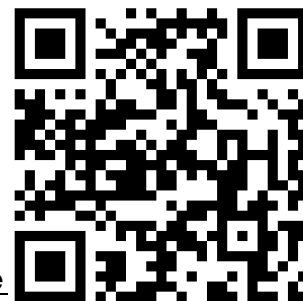
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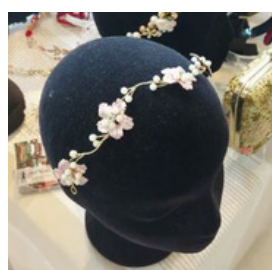
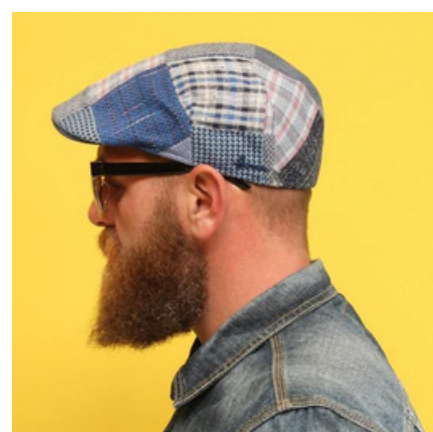
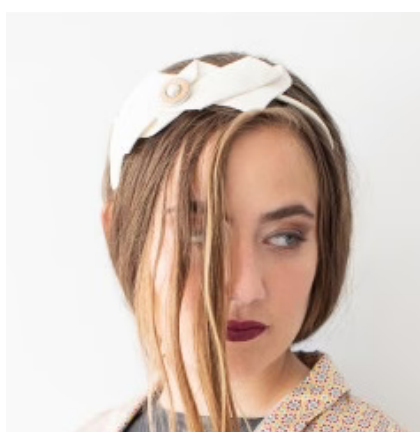
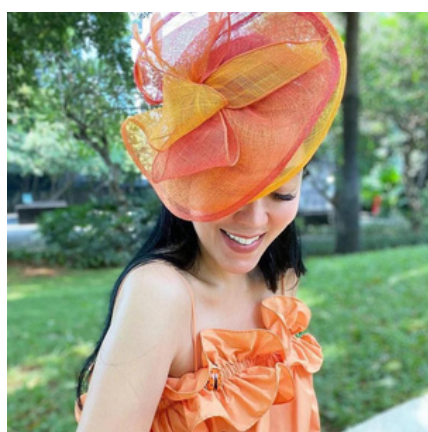
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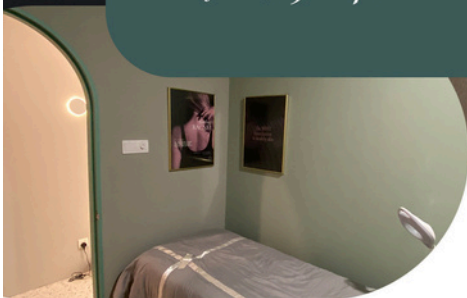
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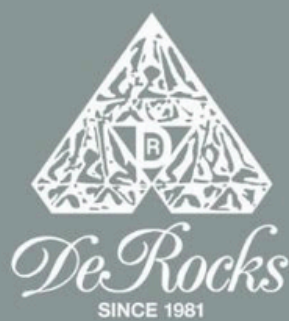
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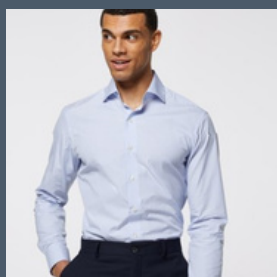
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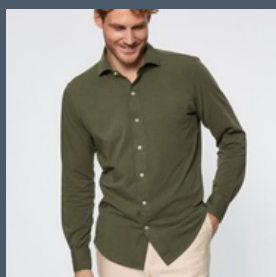
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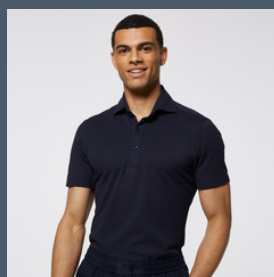
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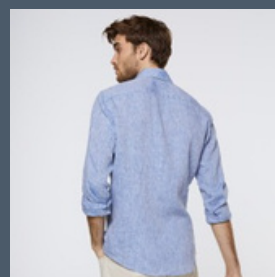
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Regional Sales Director - SEA & Greater China

A Regional Sales Director – SEA & Greater China, is responsible for driving sales growth and market penetration within a designated geographic region. This role involves developing and implementing sales strategies, managing sales teams, and building strong relationships with customers and partners.

Responsibilities:

Sales Strategy Development:

- Develop and execute regional sales plans aligned with overall company objectives.
- Conduct market research and analysis to identify growth opportunities.
- Set sales targets and quotas for regional sales teams.

Sales Team Management:

- Recruit, hire, and train sales representatives.
- Provide ongoing coaching, mentoring, and performance feedback.
- Motivate and inspire sales teams to achieve their targets.

Customer Relationship Management:

- Build and maintain strong relationships with key customers and accounts.
- Understand customer needs and provide solutions tailored to their requirements.
- Resolve customer issues and complaints in a timely and effective manner.

Partner Management:

- Develop and manage partnerships with distributors, channel partners, and strategic alliances.
- Ensure partner compliance with company policies and procedures.
- Collaborate with partners to drive joint sales initiatives.

Sales Performance Analysis:

- Track and analyse sales performance metrics.
- Identify areas for improvement and implement corrective actions.
- Prepare regular sales reports and presentations for senior management.

Territory Planning:

- Optimize territory coverage and resource allocation.
- Develop sales call plans and routes.
- Ensure efficient use of sales resources.

Profile

- Minimum Bachelor's level degree in IT or Business IT required
- Minimum 10 -12 years in IT Sales/IT Development background
- Proven track record in sales management and leadership.
- Experience and good understanding in SEA and Greater China Market
- Experience with pitching for project and staff augmentation in technologies like SAP, Salesforce, Ecommerce, Anaplan, Digital and Development technologies
- Strong understanding of sales processes and techniques.
- Ability to build and maintain strong customer relationships.
- Experience in the relevant industry can be a significant advantage.
- Familiarity with the region and its cultural nuances is mandatory.
- The role often requires frequent travel within the region.
- Proficiency in CRM software and other sales tools is essential.
- Excellent communication and interpersonal skills.
- Strong analytical and problem-solving skills.
- Experience in a fast-paced, dynamic environment.
- Good Command over English and Mandarin/Cantonese
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