

Garry Willinge



Expertise

Asia/China. Conversational Mandarin. Organizational Design. Leadership. Strategy. Executive Management. Corporate Governance. Private Equity and Venture Capital.

Industry Experience

Technology. Business Services. Manufacturing. Public Sector. Education. FMCG. Property. Retail and Distribution. Energy.

Diplomas from the AICD and Securities Institute of Australia. BSc (Physics and Mathematics), Royal Australian Air Force Academy, INSEAD Asia International Executive Program.

Key Positions

Director, Global Services, IBM China/Hong Kong Limited - full responsibility for the business development and overall management of the consulting and services business in IBM China/HK Ltd. Currently serves as a non-executive Director on a number of private and public company boards in Hong Kong and internationally. Adjunct Professor of Business Studies at Curtin University in Australia.

Education

Fellow of the Hong Kong Institute of Directors and Australian Institute of Company Directors, with Graduate Diplomas from the AICD and Securities Institute of Australia. BSc (Physics and Mathematics), Royal Australian Air Force Academy, INSEAD Asia International Executive Program.

Work Experience

Director, Global Services, IBM China/Hong Kong Ltd with full responsibility for the business development and overall management of the consulting and services business in IBM China/HK, and led that business to new levels of market leadership between 2002 and 2004. Willinge worked in a number of IBM Asia Pacific and European business unit leadership roles, over a period of 30 years. This includes Director of Asia Pacific Business Development, responsible for investments and forging alliances/joint ventures across Asia.

He was also Director, Information Technology, and Sydney Olympic Games 2000. Willinge has served in sales, technical, R&D and senior management positions internationally for IBM including an assignment with IBM Germany, and has consistently demonstrated his ability to create value as a leader of large enterprises. He was awarded the coveted IBM Chairman's award in 2000 and given a corporate entrepreneurial recognition in 2002.

Willinge has extensive public service experiences. He was assigned to the West Australian Premier and Public Service Commissioner in 1990, where he led the government Office of Public Sector Management in Perth, focused on leading public sector reform and transforming CEO leadership in the public sector.

Willinge has resided in Hong Kong since January 2002 and spends much of his time in mainland China. He speaks Mandarin. He has become increasingly Asian and China focused over recent years and in October 2005 took up his first appointment as investment and trade development consultant to the southern Guangxi provincial government in China, whose PRC mandate includes “PRC gateway to ASEAN”.

Since then, he has developed further government and business links across China, from Zhejiang and Guangdong provinces in the east to Xinjiang province in the west and Shandong in the north. His engagements include Financial Services, Agriculture, Resources/Energy, Clean Technology, Manufacturing, Biotechnology, Property Development, IT, Higher Education, Retail and Distribution, FMCG and Private Equity/Venture Capital. He also provides business transformation advice and business consulting to pan Asia companies.

Professional

- Fellow of the Australian Institute of Company Directors and Fellow of the Hong Kong Institute of Directors with Graduate Diplomas from AICD. Occasional writer for HKIoD on Corporate Governance.
- Adjunct Professor of Business Studies at Curtin University in Australia.
- Accredited Executive Coach with two organizations.