



Colin Fitzpatrick

Artificial Intelligence & Emerging Technologies Leader

20 years in top-tier tech companies and founder of startups in AI & Web3. High-energy, goal-driven innovator & recognized AI thought leader. Host of a prominent AI and Web3 podcast with industry-leading guests. Featured on CNBC, Bloomberg, and Fintech.tv. Top Voice on LinkedIn for AI with 13k followers and millions of views. Accomplished conference presenter and speaker, I adeptly articulate complex concepts to diverse audiences, with keen ability to translate visionary ideas into tangible business outcomes. I advise business on AI Strategy to drive AI adoption for competitive advantage.

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📍 Dubai

🌐 colinfitzpatrick.io

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WORK EXPERIENCE

Head of AI G3NR8

05/2023 - Present

G3NR8 is a Web3 and AI Agency helping large brands increase revenues and gain competitive advantage using AI & emerging technologies.

Achievements/Tasks

- Spearheaded the development of Dubai operations, successfully establishing and growing the company's presence in a key strategic market.
- Consultant to companies advising on AI Strategy & delivering training and enablement to C level and
- Designed and delivered AI strategy consultancy and training programs, enhancing AI literacy across the organisation
- Orchestrated strategic business development and networking initiatives, substantially elevating the company's market presence
- Advising boards and C level on AI Strategy and creation of an AI strategy for competitive advantage
- Built a solid pipeline and secured contracts with several new clients for training & consultancy for AI strategy.

Co-Founder & CEO Animal Concerts

05/2021 - 01/2023

Dubai, UAE

Animal Concerts are building the next generation of live events in the Metaverse. Working with A list artists like Snoop Dogg, Alicia Keys and many more, we help navigate the journey to Web3 with Metaverse Concerts & NFT's

Achievements/Tasks

- Founded and built from scratch one of the top Metaverse & NFT companies in Web3.
- Personally raised \$10m in funding and launched our cryptocurrency token on two top 10 exchanges reaching a \$300m valuation
- Secured contracts with and delivered concerts with Alicia Keys, Snoop Dogg, Billy Ray Cyrus, Robin Thicke & Busta Rhymes - with NFT Drops & Documentary films
- Partnered with Crypto.com, CoinTelegraph, Polygon, Opensea, Klaytn, Decentraland and multiple other metaverses
- Built and lead a team of business, tech, marketing & PR to build and launch a metaverse streaming platform
- Built Metaverse concert venues for scalable virtual events and a mobile app for Video on Demand mobile app with Watch to Earn features
- Created a new revenue model for artists with a 50/50 partnership solving the problems of the traditional music business

SKILLS

Artificial Intelligence

Blockchain

Metaverse

NFT's

VR/AR/MR

Cryptocurrencies

Fundraising

Podcasting

Strategic Advisory

Presenting

Solution Selling

Business Development

Relationship Building

EDUCATION

Batchelor of Arts, Business Information Management Portobello College, Dublin, Ireland

1999 - 2002

Dissertation topic: Knowledge Management

Diploma in Sales Management Institute of Commercial Management

2008 - 2009

ADVISOR TO PROJECTS

VRJAM.com

Real-time motion capture to technology for live events into the metaverse

Gummibear.io

Worlds first Virtual/AI DJ character live and in the metaverse with AI created electronic music

Cryptize.co

Enabling retailers to accept cryptocurrency payments easily via integration into major POS systems

Deepsquare.io

Centralised Cloud Ecosystem for high performance computing, web applications and Web3 dApps

Instalant.ai

Upskilling & Work Readiness Through AR & Metaverse

WORK EXPERIENCE

Director of Business Development & Channel EastNets

10/2020 - 09/2021

Dubai, UAE

EastNets are a global market-leading software company that makes Payments, Compliance, AML & Blockchain software for the financial services industry

Achievements/Tasks

- Responsible for the EastNets Partner Channel globally, managing a team of partner managers who drive growth with our network of strategic resell and implementation partners
- Devised strategies & use cases for partners to drive pipeline and close revenue for EastNets products to their customer base, both upselling and to new markets
- Designed new sales initiatives to simplify complex products and sales cycles into prepacked gtm bundles.
- Hosted first ever global partner virtual conference bringing together all parties over 2 days for updates, training & feedback
- Launched several very successful activities around our Payment Hub and also Blockchain based AML screening solution

Cloud Partners Leader Oracle Corporation

12/2018 - 05/2019

Dubai, UAE

Achievements/Tasks

- Created a new business for Oracle of specialist partners to sell Oracle Cloud across Europe. Chosen to be transferred from Ireland to Dubai, specifically for my knowledge, skills and abilities to bring to the new team
- Designed and implement programs and initiatives to onboard and enable partners, built GTM plans and sales initiatives to create new revenue streams
- Onboarded multiple new partners who sold Oracle to their customers alongside AWS, GCP and Microsoft
- Overachieved targets and closed the biggest deal in the team (200k) winning against AWS

Sales Programs - Team Leader Oracle Digital

11/2013 - 11/2019

Dublin, Ireland

Achievements/Tasks

- Led a team of Sales Program Managers across UK, Ireland and Southern Europe who drive strategic programs with sales teams to achieve pipeline and revenue goals
- Provided the necessary sales pipeline to hit the revenue targets each quarter. Controlled combined plan for sales, business development, marketing and the partner channel to identify gaps and put into place sales initiatives and activities to reach pipeline and revenue goals
- Key stakeholder manager for entire business from VP's to sales teams and supporting functions
- Delivered the highest performing region in EMEA 4 out of 5 years

Inbound Marketing Specialist HubSpot

03/2013 - 10/2013

Dublin, Ireland

Achievements/Tasks

- Sold HubSpot's integrated Inbound Marketing solution to small and medium sized businesses across Europe
- In depth knowledge of Inbound Marketing, Social media, Online Marketing, SEO, SEM, PPC & Lead Generation – everything a business needs to attract and close business online

SPEAKER & TV APPEARANCES

Regular guest speaker at conferences and events worldwide, as well as podcasts & twitter spaces speaking on Metaverse, NFT's, AI, Blockchain & Cryptocurrency Markets

Appeared as guest commentator on:

- CNBC
- Bloomberg
- Fintech.tv
- Office Hours with Gary Vee & David Meltzer

PERSONAL INTERESTS

Futurism

AI

Cars

Motorbikes

Photography

Music

Djing

Finance

Travel

Fitness

WORK EXPERIENCE

Account Executive Salesforce.com

10/2011 - 01/2013

Achievements/Tasks

- Sold Salesforce's CRM and cloud solutions to small & medium businesses and educating business owners and how to grow their business using cloud computing and social media
- After only 9 months I was the Number 1 Salesperson in my division (135%) and promoted to the SMB sector, ahead of all of my more tenured colleagues

Dublin, Ireland

Enterprise Sales Specialist Oracle Direct

08/2006 - 09/2011

Achievements/Tasks

- Sold Database & Middleware suite to Commercial Services & Financial Services customers in the UK & Ireland. Established strong relationships with key customers, achieving "Trusted Advisor" status
- Promoted to become one of the first two specialists in the new "Enterprise 2.0 Business" specifically picked due to my knowledge of Web 2.0 Technologies
- FY10 Target Achievement: 145%

Dublin, Ireland

Sales Executive Dell Computers

10/2002 - 06/2006

Wicklow, Ireland

Achievements/Tasks

- Began my career in the Dell Computers Consumer Sales division as a Sales Associate selling full portfolio of Dell products and services predominantly to home users.
- Top performer from the beginning consistently overachieving targets, repeatedly in the top 10 of over 100 salespeople in my department alone.
- Promoted after 6 months to Corporate Sales Division, and again after a year into the Relationship Sales division.

OTHER PROJECTS:

Top LinkedIn Contributor

[linkedin.com/in/colly](https://www.linkedin.com/in/colly)

- I have been writing almost daily on LinkedIn about AI and Web3 - awarded Top Voice for AI on LinkedIn
- 13k Followers, well over 1 million impressions this year, I discuss AI, Web3, Robotics and Futurism
- See my featured posts: <https://www.linkedin.com/in/colly/details/featured/>

Web3 Leaders Podcast

www.web3leaderspodcast.com

- Started a podcast covering Web3 and AI
- Many top-tier guests from companies like Google, Meta, Sandbox, Crypto.com, Accenture, PWC and a band member from Pink Floyd

Title/Award Name

Name of the institution that issued/awarded it

Strategic Advisor

Vrjam.com

- Spearheaded the ideation and development of an AI powered "Digital Human"
- A conversational 3D avatar powered by ChatGPT for companies to use for customers service and technical support
- Building shopify plugin for store owners to enable a digital human to enhance customer experience and support.