



Colin Fitzpatrick

AI & Emerging Technologies. Founder, Speaker & Advisor.

20 years in leading technology companies and founder of startups in both AI and Web3. High energy, goal-driven, innovative & critical thinker. Host of a Podcast on AI and Web3 with top-tier guests. Accomplished conference presenter and guest speaker seen on CNBC, Bloomberg & Fintech.tv. Recognised as Top Voice on LinkedIn for AI. 10k Followers and 1m+ views

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WORK EXPERIENCE

Founder Xpresence

01/2023 - Present

Founded a startup building 'Digital Humans' that brings AI to life with conversational chatbots that brands can use for customer experience and support

Achievements/Tasks

- A turnkey solution for brands to effortlessly activate digital humans to enhance customer experiences, using AI to provide quick access to information and efficient problem-solving.
- Photo realistic 3D avatars that use ChatGPT for realistic conversations by voice, solving the problem of scalable customer service
- Trained on a company's data, advanced AI capabilities deliver personalized and efficient support to radically improve customer experience and brand loyalty.
- Through my journey I have gained an in depth knowledge of Artificial Intelligence, LLM's, the market and the process of building and developing AI Applications.

Co-Founder & CEO Animal Concerts

05/2021 - Present

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 a top Metaverse & NFT companies in Web3. Personally raised \$10m in funding and launched our cryptocurrency token on two top 10 exchanges.
- Secured contracts with Alicia Keys, Snoop Dogg, Billy Ray Cyrus and Robin Thicke & others - for Metaverse Concerts & NFT Drops
- Partnered with Crypto.com, CoinTelegraph, Polygon, Opensea, Klaytn, Decentraland and multiple other metaverses
- Built and lead a team of tech, marketing, PR & business development 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
- Creation and ownership of content and IP for the metaverse
- Regular host of twitter spaces and and guest on many others including Mario Nafwal / IBC.

SKILLS

Artificial Intelligence

Blockchain

Metaverse

NFT's

VR/AR/MR

Cryptocurrencies

Fundraising

Strategic Advisory

Presenting

Solution Selling

Business Development

Relationship Building

Strategy

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.dao

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

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

Instalalent.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

Multi Cloud Leader Oracle Corporation

12/2018 - 05/2019

Dubai, UAE

Achievements/Tasks

- Created anew 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

Team Leader - Sales Programs 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 businesss from VP's to sales teams and supporting functions
- Delivered the highest performing region in EMEA 3 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:

Web3 Leaders Podcast

- 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

www.web3leaderspodcast.com