

This Resume is mainly filled with keywords to facilitate the scanning process of automatic resume scanning software.

**To better know me and my personality / skills / experience, see;**

ONLINE: [Francis Resume](#)

WORK: [Askmorris Inc.](#)

LINKEDIN: [Francis Profile](#)

# Francis Morris

Productivity Expert & Experienced WEB Strategist - Creator of SMART Web Solutions since 1994

## Summary

- ✓ Been in Asia since 1993 - Speak 5 languages
- ✓ 25 years of building exceptional and polished communication skills
- ✓ 18 years of being an authentic relationship builder who can readily build rapport / inspire trust with a diverse array of individuals
- ✓ 20+ years of hiring/leading/working with teams of 10 to 100 staff members of many nationalities
- ✓ Focused and detail-oriented, management of projects ranging from \$100K-\$1.2M in budget. Great bridge between Technical and non-Technical Team Players
- ✓ 400+ hours of presenting and training on a wide variety of subjects including service, teamwork, web technology, social media and project management

## HIGHLIGHTS

- ① 22+ years hands-on Business Executive experience involving both Eastern & Western Nationalities. Enjoy solving complex technical problems in various countries/languages.
- ② 200+ hours of Cross-Cultural Team Building, Coaching and Training.
- ③ 20+ years of selling to Multi-National companies
- ④ Have always kept an open and flexible mind. Have been fortunate enough to visit/work/live in over 70 countries around the world. Really enjoy multifaceted challenges.

## SPECIALTIES:

- ✓ Making people work better together (21+ years)
- ✓ Building up and training entire sales/service/marketing organisations (6 separate occasions)
- ✓ Creating Business Process Management Web Solutions (20+ years)
- ✓ Loving people & anything TECH

## **EXPERIENCED WITH:**

- ✓ CMS's (LOVE MODx), HTML, CSS, JavaScript frameworks and libraries
- ✓ UNIX, Linux, OSX and Windows, Security, Firewalls & anything in-between
- ✓ Various Hosting Environments, CentOs, cPanel, DNS, WHM & anything server related
- ✓ Working on end-to-end project delivery
- ✓ Understanding of interfacing/integration, experience integrating with SOA
- ✓ Preparing high-level solution design for web & integration
- ✓ Conducting analysis of business needs in mid to large scale enterprise organisations (IT & Online)
- ✓ Digital/Online/Web services environment with focus on integration

## History



### **CIO**

AskMorris Inc.

2003 – Present (14 years) HK/Taipei/Shanghai/Singapore

AskMorris Inc. is a Business Process Management provider.

Basically, We Make SMART Web Sites

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Experienced in building Solid Web Platforms & Productivity Solutions. Including;

- ✓ Web Site UI & UX.
- ✓ Developing Brand Strategy.
- ✓ Brand development,
- ✓ Web Site Traffic growth.

Providing Smart Business Web Solutions, since 2003

### **CUSTOMERS**

Customers are multi-nationals like Allianz, TSMC, GSK, Caterpillar, The Nielsen Company and other Corporate Customers, that wish to work with a highly experienced and no-nonsense vendor. We also do work with SMB's that has smaller budgets, using our Easy-Web approach.

### **WHAT WE DO:**

- ✓ Strategic Consulting, including business plan & sales strategy development.
- ✓ Prototyping & Proof of Concept Demo Development for VC's
- ✓ Building Solid Business Web Platforms & Productivity Solutions
- ✓ Offering Cloud Solutions before there actually was a 'cloud'
- ✓ Comprehensive database management,
- ✓ Scalable Hosting Environments



## Ambassador

InterNations

October 2012 – September 2013 (1 year) Asia

- ✓ Brand development
- ✓ Increased paying customers by 400% in less than 10 months
- ✓ Ran large events at 5 star hotels and other exclusive locations
- ✓ Strategic Consulting, including business plan & sales strategy development.
- ✓ Locating, hiring and forming matching activity teams, as well as, train and cultivate these multi-cultural team members

Generated new sponsorship deals and partnerships with various global and local businesses

### WHAT THIS EXPERIENCE TAUGHT ME

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☞ Helped me reconnect with the International community and reminded me of how incredibly diverse our world is

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## President

Taiwan Toastmasters

2010 – 2012 (2 years) Taiwan

- ✓ Turned over a stale and close to being shut down organization.
- ✓ Made organization more efficient. and increased membership by 300%
- ✓ Implemented new processes both in recruitment and also the maintaining of members
- ✓ Formed and shaped the core team.
- ✓ Applied coaching techniques to make team more unified

### WHAT THIS EXPERIENCE TAUGHT ME

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☞ Improved my listening skills and made me very humble. As well as, enhanced my own public speaking skills

## Product Development Manager

Learning Technologies Ltd.

1997 – 2003 (6 years)Asia

- ✓ In cooperation with Disney, developed online educational tools for kids
- ✓ Ran & trained programming teams
- ✓ Ran & trained design teams

### WHAT THIS EXPERIENCE TAUGHT ME

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☞ Learnt how to manage technical teams and that has become invaluable in my work life

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## HR Manager

Actual Living

March 1993 – May 1997 (4 years 3 months)Taipei

- ✓ Built up a new department in the Taipei HQ
- ✓ Hired hundreds of talented and focused individuals
- ✓ Trained, coached and lead thousands in various social events

### WHAT THIS EXPERIENCE TAUGHT ME

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☞ Grew a lot as a human and for that I am very grateful

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## Languages

<b>English</b>	Native or bilingual proficiency
<b>Spanish</b>	Native or bilingual proficiency
<b>Swedish</b>	Native or bilingual proficiency
<b>Mandarin Chinese</b>	Full professional proficiency
<b>French</b>	Limited working proficiency