

ICT Executive Profile

Based on feedback from the annual survey around having access to more senior women as role models, each month we have an executive profile compiled from 7 questions posed to key executive women in the ICT industry

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What is your current role and what is your scope?

Director, Alliances and Partners. Scope is to drive growth and value across the business, navigating and aligning partners to our strategy, delivering joint success to our customers. Means we liaise across all parts of the business, Legal/Contract Management, Capability Build, Marketing, Sales, Pre-Sales, Delivery, Managed Service, Finance/Commercial and not least Senior Leadership Team.

What attracted you to a career in ICT?

I didn't choose to go into IT – it chose me! I was looking for a well-paying job at the time with no thought of a long-term career but ended up being bitten by the bug of IT – nothing stays the same. The industry constantly moves and constantly

challenges – both on a personal and professional level. I have no technical qualifications but have still managed to stay excited and interested for over 26 years!

Tell us about the highpoints and lowpoints of your career?

Highpoint was back in New Zealand working as Sales Director for a start-up at the beginning of the dot com era. We built a small privately owned organisation up that was sold to an American consortium, with a strategy to grow across Asia Pacific.

Lowpoint was the end of the dot com era – after spending a number of years building a highly professional, extremely successful organisation with a number of exceptional leaders the US private consortium failed to IPO the company, which meant a missed opportunity.

What does work life balance mean to you?

When I finish my day at work, I am finished – I try very hard not to take work home. I have no issue with starting early, and finishing late – but once I pack up my computer I try and stay off-line. I also ensure I get to the gym at least 4 times a week to keep my mind clear and my body healthy to cope with the usual day to day stresses of life!

What attracted and kept you in the ICT industry throughout your career?

The constant change, whether you're working in a large multi-national IT organisation or with entrepreneurs and building a start-up, the industry never stays the same. The sheer pace of change challenges your thinking and keeps you constantly on your toes. It is not an industry that stays still – which I find very exciting and rewarding. It also offers many different roles – not just to those with technical qualifications.

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What ambitions personal or professional do you still want to achieve?

On a personal level I am looking to continue to mentor up and coming female professionals within our industry as well as within my own organisation. It is critical that we demonstrate to our female talent the sheer breadth of opportunity within this industry. On a professional level I would like to continue to build out the alliance and partner community including driving an eco-system between partners for organisations. I am looking towards being a subject matter expert in all things alliance and partners.

What's the one piece of advice you'd give to yourself starting out on your career?

Invest time in building knowledge across the many aspects of IT – including the telecommunication sector. Don't expect to be able to answer all the questions that come your way, instead stay committed to continued education so there is constant growth. Be patient but absolutely driven to succeed – the success you see for yourself will flow on to value to the organisation.

As appeared on FITT e-newsletter July 2015 and also features on the website.

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