

BIOGRAPHY

Teresa Murphy

Teresa has over 25 years experience in Information Technology covering scientific, commercial and government organisations. She has worked on business operational systems and data warehousing / management information projects. Teresa has an enviable blend of Business management, technical expertise, product, marketing and sales management.

Teresa is a successful Business Manager with a solid ICT background who has demonstrated experience in running profitable business units. She has hands on experience in all aspects of ICT Product Management including go to market strategies, stakeholder negotiation, development and implementation of strategic and operational plans, product positioning, pricing and promotions.

She is also an accomplished ERP sales / presales professional experienced with complex, multiple level engagements, bid management and executive sales presentations

Teresa has been employed with TechnologyOne for the last 15 years and has spent a considerable part of this time working with the Student Management Product and establishing and delivering TechnologyOne's vision for the education vertical sector. In this period she has driven the development and evolution of a world class proven Student Management solution that successfully competes against multinational products. The success of the Student Management product has been pivotal in TechnologyOne's entry into the Gartner Magic Quadrant for education ERP solutions.

Teresa was a winner of the 2008 Queensland Smart State – Smart Women's awards for Women in Industry / Business – ICT and a finalist in the 2008 Telstra Business Women's Awards (Qld).