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Top Skills

Microsoft Office
Management
Leadership

Honors-Awards

Global Student Entrepreneur Awards
(EO GSEA) Finalist; Australian
Winner 2013
Victorian Young Achiever 2021
Winner, 2018-2020 Semi-Finalist
Forbes Asia 30 Under 30 List-Maker

Publications

The six-figure side hustle... and the
10 minute workweek [pt 1/3]
5 Ways to Scale Your Agency Like a
Startup
Making Crowdsourcing More
Efficient and Lucrative
Interview

Patents

WORKFLOW SYSTEMS AND
METHODS

Adam Stone

CEO @ StartADAM - a.link/adamstone | in LA
Los Angeles, California, United States

Summary

My products have served customers in almost every country on Earth (209 countries to be exact)

My passion is helping pave the Future of Work with Speedlancer and StartADAM.

Combined, we automate your workforce and unify your teams.

<https://StartADAM.com/hello>

Experience

StartADAM
Chief Executive Officer
January 2022 - Present (1 year 4 months)
Los Angeles, California, United States

Claim your a.link

Automated Data, Automated Management
Be the A Team

Speedlancer Inc
Founder & CEO
January 2015 - Present (8 years 4 months)
Made with love in Melbourne & San Francisco

Speedlancer delivers extraordinary results by expert teams.

Inc.com called us the "Uber of Freelancing". We're backed by 500 Startups, Macdoch Ventures, and an AVG founder.

Give your marketing team the support they need with a Speedlancer Concierge: <https://Speedlancer.com/pm> - try it for a month, you'll be impressed.

Struggling to hire in marketing? Use Macro by Speedlancer: <http://hiremacro.com>

Or set up a call with us: <https://calendly.com/Speedlancer/demo>

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Our talent has written for Inc, The Guardian, Huffington Post, The Examiner, Wired, VentureBeat and more; as well as similarly high-calibre designers and virtual assistants who we team together to deliver agency-level marketing collateral and workflows at scale.

Funded by: 500 Startups & Macdoch Ventures

1600 customers to date, from startups and boutique agencies through to enterprise.

Featured in: Forbes, Inc, HuffPost, TheNextWeb, The Australian, AFR, SMH, and other publications.

Set up a call with us today to see how we can scale your team's efforts: <https://calendly.com/Speedlancer/demo>

Forbes

Forbes 30 Under 30

November 2017 - Present (5 years 6 months)

Federal Aviation Administration

Helicopter Pilot (PPL)

March 2022 - Present (1 year 2 months)

GridCure

Angel Investor

June 2015 - Present (7 years 11 months)

San Francisco

GridCure is crunching Big Data for big electricity companies.

<https://angel.co/gridcure>

(I am not an active angel investor. This was too good to refuse though!)

Ideal Connection

Investor; prev. Founder & CEO

December 2009 - June 2022 (12 years 7 months)

Over 140,000 paying customers to date, across 209 countries, 100% managed by managerial & support staff in the Philippines

IDC.Ventures (Ideal Connection Pty Ltd) is a holding company for various online web properties, including providing telecommunications services direct to consumers, worldwide. We are one of the largest suppliers in our industry segment.

My day to day roles as CEO include:

- Managing a team comprised of 4-7 customer service representatives (3 full time), blog writers, suppliers, strategic partners, affiliates, web developers, designers and design agencies, and video editors
- Interviewing new staff and contractors
- Bi-weekly (midnight) meetings with our large corporate clients
- Meeting large corporate clients' needs, including development and maintenance of custom platforms and dedicated support reps
- Responding to and monitoring customer feedback and customer relations
- Maintaining our websites, working on marketing and SEO
- Developing & Researching side projects/possible startup opportunities

Other primary duties/experience includes:

- Responding to (and securing!) international RFPs/tenders against tough competition
- Meeting and discussing with accountants & lawyers
- Meeting with mentors (thank you!)

More recently I have been able to outsource a lot of the above allowing me to concentrate on new ventures.

HotDesQ

HotDesQ / Advance Queensland Grant Recipient & Mentor
September 2017 - March 2018 (7 months)

Brisbane, Australia

Represented Speedlancer in Brisbane for HotDesQ. HotDesQ is a startup relocation program, providing successful applicants with funding to base themselves in Queensland, Australia for a minimum of 6 months to grow or expand their venture.

As well as receiving a significant equity free funding grant, Hot DesQ participants will also be embedded within an established startup community, and be provided with free co-working space for 6 months, access to mentors, and support to achieve Hot DesQ Network points.

TELUS

Key strategic vendor

August 2013 - January 2016 (2 years 6 months)

CorpUnlocks supplies premium telecommunications services to some of the largest telecommunication companies worldwide, including companies like TELUS Canada in the FT Global 500.

We help them acquire new customers by adding a unique selling proposition to their bundles, creating a powerful advantage over their competition.

You can find our services in hundreds of retail stores across Canada.

As Founder & CEO, my role is to respond to, and win, international tender agreements, as well as directly selling to Telcos. In 2013, we secured our first six-figure international contract, with TELUS, and we will be continuing to expand internationally. Moreover, I am responsible for developing and maintaining a custom POS system to our clients' strict standards, as well as overseeing our dedicated support team that is available to immediately assist the retail stores' representatives.

Contract ended with raving testimonial after 2.5 years, due to strategic change. I learned a lot about enterprise deals from this lucky tender win!

G20 Young Entrepreneurs Alliance

Delegate

July 2014 - July 2015 (1 year 1 month)

Sydney

Global Student Entrepreneur Awards

Judge

December 2014 - December 2014 (1 month)

PwC, Sydney

I was invited to sit on the panel of the 2014 Australian GSEA Finals which was a fantastic opportunity. For me, representing Australia at the GSEA 2013 global finals was one of my most memorable experiences, so being able to have some input in who to send to the global finals for 2015 was really rewarding.

AUJS Ltd

Director

October 2014 - December 2014 (3 months)

Member of the Australasian Union of Jewish Students (AUJS Ltd) Board of Directors as National Treasurer

Regrettably I've had to resign on good terms as I am moving to San Francisco for 4+ months.

Hills iAwards

Mentor

August 2014 - August 2014 (1 month)

I was invited to mentor and help prepare finalists in the iAwards 'Hills Young Innovators' competition, to prepare them for the final pitch and the chance at a \$20,000 prize

Education

Monash University

Bachelor of Laws (LL.B.) (discontinued) · (2013 - 2016)

Monash University

Bachelor of Commerce (B.Com.), Finance · (2013 - 2016)

500 Startups

Startups · (2015 - 2015)

Mount Scopus Memorial College

High School · (2012)

Federal Aviation Administration

PPL-Helicopters, Helicopter Pilot · (February 2022)