

Brett Dunsmore

Current: Senior Client Partner, Public Sector · Cloudflare

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PROFESSIONAL SUMMARY

Senior ICT leader with 20 years' experience across internal IT delivery, enterprise solutions, and digital transformation in higher education, government, utilities, and large enterprise. I've worked at every altitude of technology (from service delivery and IT leadership to solution engineering and vendor sales), which means I can translate between boardroom strategy and delivery on the ground. Currently leading Cloudflare's public sector engagements across QLD, ACT, and NT, with deep expertise in Zero Trust security, AI strategy, and modernising ICT estates in regulated environments. I bring the technical depth to stay credible with engineers, the leadership experience to be useful to executives, and the conviction that none of it matters unless people are better off for it.

CORE CAPABILITIES

Portfolio & Delivery · ICT portfolio leadership · roadmap development · delivery governance · vendor and contract management · technology lifecycle management · budget ownership

Enterprise Applications & Platforms · ERP and CRM platforms · safety and operational systems · enterprise integration · data classification, governance and export control · on-prem, cloud and hybrid environments

Leadership & Strategy · People leadership · team development · executive stakeholder engagement · governance forums · commercial negotiation

Transformation & Innovation · AI strategy (generative, agentic, training, and inference) · Zero Trust security · digital and workforce transformation · data centre and edge modernisation · public sector procurement

PROFESSIONAL EXPERIENCE

Cloudflare

Queensland, ACT and Northern Territory government · Australia

Senior Client Partner, Public Sector

Oct 2025 – Present

- Lead strategic engagements with Queensland, ACT and Northern Territory government agencies on enterprise modernisation, including infrastructure consolidation, Zero Trust security, and AI workflow enablement.
- Partner with executive stakeholders to shape multi-year technology roadmaps that balance security, performance, and cost across hybrid and edge environments.
- Advise on data governance, compliance, and the secure adoption of AI and agentic workflows within regulated and sovereign environments.

Dell Technologies

Dec 2017 – Oct 2025

State and federal government, utilities, higher education, and large enterprise · Australia & New Zealand

AI Solutions Strategy (NVIDIA & AMD), ANZ

2024 – 2025

- Led AI solutions strategy across Australia and New Zealand for Dell's strategic AI portfolio in partnership with NVIDIA and AMD.
- Advised executive customers on AI investment and mission-aligned roadmaps spanning training, inference, agentic workflows, and the data, networking, and storage foundations required for production-grade outcomes.
- Developed and delivered enablement programs that lifted sales and technical capability across the ANZ business.

Principal Solutions Executive

2022 – 2024

- Owned data centre account strategy and sales go-to-market for Dell's infrastructure portfolio across Queensland, including multi-million-dollar transformation programs.
- Worked directly with CIOs, ICT executives, and governance teams to shape investment roadmaps, evaluate delivery options, and secure executive endorsement for major initiatives.
- Coordinated client teams across infrastructure, applications, security, and professional services to deliver enterprise solutions aligned to customer objectives.

Data Centre Solutions Executive

2021 – 2022

- Individual contributor for data centre sales across major Queensland enterprise customers, as subject matter expert covering compute, storage, networking, power, cooling, and lifecycle management.

Senior Systems Engineer / Systems Engineer (Data Centre Hybrid Seller)

2017 – 2021

- Architected end-to-end data centre solutions spanning compute, storage, data protection, networking, virtualisation, and hybrid cloud, tailored to customer workloads and commercial constraints.
- Led specialist engagements in high-performance computing, hierarchical file systems, and long-term data archive, translating complex research and operational requirements into validated, production-ready designs.
- Owned the technical relationship through the full sales cycle, spanning discovery, solution design, RFP and tender responses, proof of concept delivery and commercial validation, partnering with account executives to convert pipeline into closed business.

The University of Queensland · Institute for Molecular Bioscience

Feb 2009 – Dec 2017

One of Australia's largest multidisciplinary life-science research institutes · Brisbane

Senior IT Manager

2012 – 2017

- Owned the Institute's ICT portfolio with full accountability for budget, investment roadmap, service delivery, vendor performance, and team leadership.
- Led the ICT team covering infrastructure, applications, research computing, end-user services, and information security; recruited, mentored, and developed staff at all levels.
- Owned vendor relationships and contracts spanning enterprise applications, storage, networking, scientific computing, and managed services; negotiated commercial outcomes and managed lifecycle refresh programs.
- Partnered with central UQ ITS, finance, HR, and research office stakeholders to align Institute systems with enterprise platforms and University-wide governance frameworks.
- Led major programs including data centre optimisation, large-scale storage and archive transformation, high-performance computing uplift, and workplace modernisation across a 24/7 research environment.

Service Delivery Manager

2010 – 2012

- Managed end-to-end ICT service delivery, with responsibility for operational performance, incident and change management, and continuous improvement.

Desktop Support

2009 – 2010

- Delivered front-line ICT support across a large research community, building deep operational understanding of enterprise services, identity, and end-user technology.

IBM

Jun 2006 – Feb 2009

Brisbane, Australia · APJ

Technical Support and Customer Relations

- Progressed from Technical Support Officer to Customer Relations Manager and Senior Technical Support, leading L3/L4 support, quality assurance, and customer experience functions.
- Built foundational expertise in enterprise service management, escalation governance, and stakeholder communication in a global delivery environment.

EDUCATION & PROFESSIONAL DEVELOPMENT

- Ongoing professional development across enterprise architecture, AI, cybersecurity, and leadership.
- Continuous vendor and industry enablement across cloud, security, AI, and data platforms (Cloudflare, Dell Technologies, NVIDIA, AMD).
- Australian citizen; security clearance details/credentials available on request.

REFEREES

Available on request.