

ADVANCED EXPATRIATE MANAGEMENT

MARIO FERRARO

Mario leads Mercer's Mobility practice for Asia, Middle East and Africa. He is an experienced and dynamic leader with more than 25 years of experience in the design and implementation of effective Global Mobility solutions in a variety of markets and industry sectors.

Mario is widely recognized as a Thought Leader in the area of Global Mobility and regularly contributes to conferences, articles and media interviews. He has received a number of recognitions and awards, including receiving first Asia Pacific Global Mobility Professional award by the Forum for Expatriate Management in 2013.



Mario Ferraro
Global Mobility Leader for
Asia Middle East and Africa

- ORGANIZATION STRUCTURE AND DESIGN

- SALES INCENTIVE PLAN DESIGN ESSENTIALS

JACKSON KAM

Jackson Kam is Mercer's Practice Leader for its Talent Strategy services, responsible for the Asia, Middle East and Africa markets.

Jackson has 20 years of strategy, organization and human capital consulting experience. He has run consulting projects for over 40 clients in 10+ countries. His clients include Adidas, Li Ning, Bosch, Siemens, Mettler Toledo, Mercedes Benz, L'Oreal, Coca Cola, ING, Jardine Matheson, General Mills, Mars and InterContinental.

Jackson is one of Mercer's specialists in organization design (OD) and has led major OD assignments for major MNCs. Apart from OD, he also has extensive project experience in HC strategy, HR transformation and complex change programs.

Jackson is also known for his experience and skills in improving sales effectiveness, from sales strategy, sales processes / operations, sales competency modelling / training all the way to sales incentive plan (SIP) design.

Prior to joining Mercer, Jackson worked in three other international consulting firms (Oliver Wyman, PA Consulting Group, Logica). Jackson holds a M.A. from Cambridge University.



Jackson Kam
Regional Practice Leader
(AMEA), Talent Strategy