

SUMMARY

Experienced strategic leader and critical thinker with extensive experience in areas of operational management, financial management, people management and decision-making across diverse industries. Qualified professional with a Master's Degree in Professional Accounting and completing a Master's of International Business Management and skilled in executing operations in assigned roles, having been mentored by senior people within different boards or directors of boards. Turnaround expert known for steering business transformations to generate profitability, boost sale value and secure considerable expansion. Expert in revamping underperforming organizations. Expertise in developing and implementing strategic plans in alignment with business vision and company guidelines. Successful presenter and speaker recruited to various workshops, seminars and conferences in US and Australia. Adaptable to changing business priorities while constantly contributing to growth and expansion of business.

ACADEMIC QUALIFICATIONS

Realtor License , Florida – Plus Mutual recognition with 7 states: Alabama, Arkansas, Connecticut, Georgia, Illinois, Mississippi, and Nebraska.	2016
Master's Degree in International Business Management , Central Queensland University, Australia	2014- 2015
Master's Degree in Professional Accounting , Central Queensland University, Australia <i>Accredited by CPA Australia, the Institute of Chartered Accountants Australia (ICAA) and the National Institute of Accountants (NIA)</i>	2012 - 2013
Bachelor of Arts (Major in Psychology and Social Work) , James Cook University, Australia	1992 - 1996

KEY SKILLS

- **Financial Planning and Forecasting/Focusing and Growing Revenue Streams** – Expertise in financial planning, administering budgets, forecasting whether business objectives and goals are achievable, developing new business plans and maintaining KPIs. Successfully enabled turnaround of business from AUD 240,000 to AUD 1.1 million through effective planning.
 - **Developing and Implementing Strategic Business and Operating Plans/Identification and Strengthening of Operational Processes** – Skilled in enabling business start-ups from scratch by reviewing existing processes and procedures, determining business needs and inefficiencies and accordingly implementing requisite measures to streamline the business to make it productive and efficient and attain profitability while ensuring delivery of high levels of client services.
 - **Key Stakeholder Relationship/Business Partnership** – Outstanding track record of involvement in tendering process, developing strong work relations with other organisations and securing multinational/international contracts for the firm. Expert in maintaining positive relations with the board of directors, key finance and fund operations personnel as well as politicians, the council and people at all levels of seniority in the government.
 - **Overseeing all Compliance** – Skilled in ensuring compliance with defined rules, including financial standards, while executing assigned business operations. Well-versed in Business Law, Corporate Law, International Law and Taxation Law, with excellent ability to interpret legislation and help organisations comply in all areas.
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KEY ACHIEVEMENTS

Waratah Drive Community Childcare

- Instrumental in transforming the underperforming entity into a profitable one by improving cost control measures by 30%, creating and implementing an annual budget, formulating a comprehensive business plan for a 5-year period, systemising the organisation by restructuring staffing as well as executing processes/procedures to comply with non-profit organisation guidelines and child care regulations. Gained requisite funds of \$200,000 (AUD) from the government and community grants to increase resources significantly and upgrade building structures.

GPSA Pty Ltd. Australia (Business Area – Security/Protective Services)

- Instrumental in expanding business through incorporation of new international contracts and business relations. Effectively negotiated and acquired new and existing multinational contracts as well as developed a high-performance team to steer growth.

CMCI Pty Ltd. Australia (Business Area - Marine Construction)

- Successfully developed strategies and business development plan to enhance revenue by 35% per quarter. Played a focal role in the Liquefied Natural Gas (LNG) project as well as structured a strong finance team to enable growth, strengthen costs controls and scale infrastructure for growth.

Spotless Services, Australia (Business Area – Facilities Management)

- Directed introduction of business's process improvement to increase profit margins, decrease costs by 25% and facilitate an increase in turnover by 55%. Efficiently managed client contracts and played a focal role in the acquisition of two large national multimillion-dollar tender.

R.E Pty Ltd. Australia [Business Area (Multifaceted) – Food/Security/Consultancy]

- Successfully steered businesses' process improvement wherein boosted profit margins by decreasing costs and increasing annual turnover by 45%. Re-established financial control and led businesses from severe financial losses to strong and sustained bottom-line profitability in a short span of less than 12 months.

Defence Housing Authority, Australia

- Efficiently coordinated property acquisition, sales and lease back, disposals, lease management and maintenance for a property portfolio worth \$15 million (AUD). Played a pivotal role in driving the poorly performing organisation to become the second leading company in the country. Received appreciation from the Managing Director and approached to improve other business aspects.

Platinum Power, Australia (Business Area – Speaker, Presenter, Coach)

- Achieved 11 years of cross-sector leadership leveraging strategic partnerships, launching high-impact programs and building resourceful organizational systems.
- Highly successful in working with multi-million dollar companies for measurable impact.
- Strategy Development – Monitored and analyzed operations to identify areas of improvement. Designed, devised, and implemented practices and strategies with corporate partners to increase level of donations.
- Successful international business process optimization and turnaround expert empowering business owners to achieve measurable success.

Rotary. Australia (Business Area – Youth Services)

- Headed up the international student program to recruit international students to study and live in Australia through Rotary international student program.
- Instrumental in the organisation and implementation of the Regional High School Debating program which encompassed all high schools in the region.
- Editor of the monthly Regional Rotary magazine which was very successful.

CAREER HISTORY

Chief Executive and Financial Officer, GPSA Pty Ltd., Australia (Business Area – Security/Protective Services) Dec 12 – Feb 15

- Navigated highly leveraged situation requiring accelerated receivables schedule averaging 21 days, fulfilling company cash flow requirements and meeting stringent budget guidelines
- Maximised financial value of assets including securitization of receivables and structured financing.
- Implemented finance strategies to improve corporate position by increasing credit line by 75%, creating total cost savings of 38% and increasing revenue by 57%.
- Played major role in closing acquisitions worth \$3.9 million (AUD) - from identifying acquisition target, negotiating deal, due diligence, and drafting legal contracts, through signing and post-acquisition integration.
- Steering a team of 100 members from diverse cultural and religious backgrounds on issues relating to operations, finance, sales, strategy, operations and client management.
- Establishing and maintaining effective work relations with a Board of Directors as well as four national and two international corporate partners.
- Executing assigned activities in adherence to set policy and regulatory compliance requirements, controlling finances, preparing and reporting on annual budgets and reviewing costs and labour charges on a continual basis.
- Accountable for compiling and executing annual budgets and actual costs as well as identifying and communicating arising variances and reasons to the Board of Directors.

Chief Financial Officer – Contract, CMCI Pty Ltd., Australia (Business Area - Marine Construction) Jan 12 - Nov 12

- Instrumental in expanding business through incorporation of \$1.1 million (AUD) in new national and international contracts as well as developed a high performance team of 6 high potential managers to steer growth in business development, client and project management.
- Managed an 8-person team in financial and budget management as well as re-engineered company to reduce workload by 30% and headcount by 40%, yielding \$250,000 (AUD) annual savings. Also devised and evaluated accounting records, bank finance packages and annual tax returns.
- Partnered with GM to act as his COO and led cross-functional to deliver growth, from strategy development to implementation and monitoring.
- Accountable for compiling and executing annual budgets and actual costs as well as identifying and communicating arising variances and reasons to the Board of Directors.
- Developed joint business planning, sales analytics and client management processes within three months. Implemented and monitored during that time financial and operational systems, supervised finance and compliance operations and complied with company and legislation requirements.
- Efficiently collaborated with external auditors, when required, utilising a combination of in-depth financial knowledge and outstanding communication skills.
- Steering a team of 55 members from diverse cultural and religious backgrounds on issues relating to operations, finance, sales, strategy, operations and client management.

Regional Operations Manager – Contract, Spotless Services, Australia (Business Area – Facilities Management) Jul 09 – Oct 10

- Appointed to lead the company in that regional area to analyse the go-to market strategy to drive the business into a Top 5 marker and implement the new strategy for the organisation, which started to reverse five years of profit decline.
- Instrumental in positioning the company for growth by scaling infrastructure, developing viable financial models and planning capital needs.
- Steering a team of 200 members from diverse cultural and religious backgrounds on issues relating to operations, finance, sales, strategy, operations and client management.

Chief Executive Officer, R.E Pty Ltd., Australia [Business Area (Multifaceted) – Food/Security/Consultancy] Jan 11 – Dec 11

Chief Financial Officer, R.E Pty Ltd., Australia [Business Area (Multifaceted) – Food/Security/Consultancy] Oct 04 – Jun 09

Joint Responsibilities

- Selected to evaluate potential acquisition targets and guide executive team in expansion plan.
- Placed company among top 10 corporate performers in the various industries, positioning operation for long term viability by stream lining each business area, establishing financial backing of \$3million, ensuring government/regulatory compliance and expanding administrative infrastructure to provide enhanced compliance.
- Steering a team of 175 members from diverse cultural and religious backgrounds on issues relating to operations, finance, sales, strategy, operations and client management.
- Engineered the sale of the company in 2012 for a net profit of 36.9%.

Property & Financial Administrator, Defence Housing Authority, Australia Jul 02 – Sept 04

- Billion-dollar defence housing and relocation company providing services to the Defence Force; Responsible for efficiently coordinating property acquisition, sales and lease back, disposals, lease management and maintenance for a property portfolio worth \$15 million (AUD).
- Instrumental for property acquisition of \$3 million per annum, sales and lease back assets of \$17 million per annum, property disposals of \$1.25 million, lease management of 500 plus properties.
- Reported to the Regional Director to manage a 9-person finance team handling business analysis and P&L management for a leased property portfolio of \$15 million; Budget Management of property maintenance and repairs of \$1.5 million; Meeting target numbers and staying within budgets for annual housing acquisitions and disposals as well as sale and lease backs assets.
- Restructured department within three months, to drive accountability which led to exceeding sale and profit targets and reducing liability accruals by 30%.
- Trained 10 staff in the required accounting program enabling them to acquire skills and competencies in data entry and financial management.
- Prepared the annual budget submission for Board of Directors and developed presentation of budget reports.
- When I commenced in this role, the branch always came last in the country for not meeting targets or passing audits. Under my management, we achieved No. 2 in the country. Received appreciation from the Managing Director and approached to improve other business aspects.

Chief Operating Officer – Volunteer, Waratah Drive Community Childcare (not for profit)

Feb 09 – Nov 09

- Waratah Association a non-profit child care facility was on the verge of bankruptcy; I returned the organisation to a surplus budget within 5 months. Successful in increasing occupancy rate from 72% to 93% in a matter of three months.
- Developed and led implementation of methods and procedures to ensure 100% achievement of all project-wide accounting and financial recording, reporting, and compliance requirements.

NOMINATIONS AND AWARDS

- Community Citizen of the Century Award, Cairns **2000**
- Australia Day Regional Awards, Cairns **1999**

AFFILIATIONS

- International Student Program – Queensland **1999 - 2014**
 - Chamber of Commerce and Cairns Business Women's Club **2004 – 2014**
 - President – P & C Association, St Joseph's Catholic Primary School **2004**
 - Chief Executive Officer – Scouts Mulgrave District **2002 – 2003**
 - Rescue Volunteer – State Emergency Services, Cairns **2000 – 2004**
 - Member – Rotary Club of Marlin Coast; Assistant Director Youth Services **1999 – 2004**
 - Vice President Student Council - James Cook University, Cairns **1992**
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