

Established ABC Company global product and service portfolio of energy optimisation services in the Australian market. Led client side business development and consulting on energy optimisation solutions; identified high ROI investment opportunities and planned business change management initiatives. Managed pipeline of opportunities, prepared client sales proposals, and led post sales client care to ensure satisfaction.

Organisational Development Initiatives:

- ❖ *Business Partnering Models;* played an integral role in promoting Energy Optimisation Solutions to existing ABC Company Customers partnered with existing ABC Company Account Managers to introduce sustainability solutions to clients.
- ❖ *Talent Management;* provided effective training to account managers focusing on sales and marketing, with particular attention on sales collateral and tender proposals.

Commercial Sales and Contracts Manager

Feb 2009 – Dec 2010

Building Technologies Division and Industry Division

Oversaw high value sales and service contracts, directing national accounts and managing customer negotiations, budgets, and legal review. Successfully negotiated supply contracts with Rio Tinto \$8M, Newcrest Mining \$14M, and Crown Ltd. \$6M. Proactively reduced the risk profile of contracts inherited from 3rd party company acquisitions by constructively persuading existing clients to reopen and renegotiate key terms of existing contracts.

Organisational Development Initiatives:

- ❖ *Business Partnering;* coordinated the allocation of resources of commercial management staff in partnership with the Regional Sales Managers for each state. Identified, planned and allocated project resources to effectively meet monthly sales targets.
- ❖ *Talent & Succession Planning;* inducted and trained new commercial management staff, worked with Divisional Executive Commercial Manager to identify organisational needs and skills gaps in existing staff.
- ❖ *Mentored account management staff* in bid preparation and management of commercial risks. Planned training and development activities for commercial management staff.
- ❖ *Strategic Risk Mitigation,* provided imperative advice to ABC Company executive management regarding acceptability of financial and commercial project risks.

Key Achievements:

- ❖ Recipient of ABC Company annual 'The Extra Mile Award' in Industry Sector (2010) for demonstrating motivation, empowerment, accountability and a customer-focused approach.

Coaching & Training Consultant

Oct 2006 – Dec 2008

B2B Coaching

Boutique Melbourne based firm specialising in corporate training, executive coaching and coach training. Consulted to clients on design and delivery of corporate coaching and training needs to achieve 40% growth in revenue in 2007 and 2008. Led the successful tender of a three year management training contract with Ambulance Victoria in 2008 and delivered similar leadership and coaching programs to clients such as Caterpillar Australia and Australia Post.