

## Contact

## Top Skills

Managerial Finance  
Strategic Planning  
Business Planning

## Summary

In my 20 + years supporting businesses to be proficient and profitable I've developed an approach that is superior in the industry and highly effective. I've taken it and built True North Business Advisory to provide support and advice that is easy to implement and proven to get companies investor ready.

We work with product-oriented businesses on the verge of expansion who are looking for support to develop better operating systems that will help them remain competitive.

True North has a focused, down-to-earth approach to:

- \* Strategic Planning
- \* Business Health Checks
- \* Business Advisory
- \* Management Consulting
- \* Accounting and Reporting
- \* Bookkeeping

With over 10 years experience implementing business systems (including ERP systems), I have developed a \*practical\* approach for growing companies to use to implement scalable businesses systems.

Over 2 decades in the financial sector at a high level allows me to provide a depth of knowledge and insight that my clients enjoy. This is combined with a genuine care for your success and talent for listening, someone who is on your side. I have established a company culture that ensures my team works closely with clients to get really clear on what is best for their venture. We won't leave any stone unturned when it comes to finding the right solutions for you.

I care about my community and know that the success of small businesses has a huge impact on many people's livelihoods. True North is built around making sure that impact is a good one.

This love of community expands beyond my office into my involvement with White Ribbon Foundation, a non-profit that educates communities about domestic violence prevention. I am passionate about gender equality and proud to work with this organisation.

Could you use 2 decades of experience for your growing business?

Message me at 

I'd love to hear how True North Business Advisory might support you and your business on the next phase of growth.

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## Experience

True North Business Advisory  
Founder and CEO - Strategy, Planning & Advisory  
June 2017 - Present  
Melbourne, Australia

True North specialises in providing personal, practical consultation and support in solving your company's problems in a quick and cost effective way.

We offer services that are tailored to each business depending on the priorities and phase of growth. These services can be turned up and down to best ensure your company has all of the functional tools to succeed in the long-term.

Our services are ideal for the Melbourne based companies with an annual T/O of less than 30M, a staff of less than 50, and a focus to become more profitable and more efficient.

We understand that your company's health has a large impact on your life and on the life of your team and are here to contribute in a positive way.

With a focus on financial resources, business systems and commercial acumen, our approach is friendly, easy, and practical.

## Friends of Mine Business Networking Group

Co-Founder

March 2018 - Present

Melbourne, Australia

Founded by Brett Thiedeman and myself in March 2018, Friends of Mine Business Networking Group has been established to meet the networking needs of an increasing socially conscious Melbourne business community.

Our business networking group has been designed to incorporate the best elements of business networking which are experienced in a relaxed and friendly environment.

The vision and purpose of our business networking group is to:

- \* Bring together like minded and values based business owners
- \* Foster the development of great connections between business owners which lead to long-term prosperous relationships.
- \* Share stories which allows business owners to learn from one another and help each other with their respective challenges.
- \* Promote an inclusive environment which focuses on gender equality and respect for all people in our community
- \* Connect, engage and support community organisations which deliver important services to people in our community.
- \* Have fun and enjoy our time together

## GlaxoSmithKline Pharma GmbH

Senior Finance Business Partner

July 2017 - Present

As the primary finance interface to the business I provide decision support and insight, financial management, governance, and a proactive approach to identifying internal and external opportunities and controlling sources. This is all provided with a focus on simplifying all processes.

Using my extensive background in supply chain management models, I provide counselling, decision support, and insight to the Site Leadership Team and Site Director.

With close financial management I ensure adherence to challenging financial targets by supporting strategic transformation goals for site, embedding productivity improvements and promoting a lean culture to deliver cost reduction and working capital initiatives.

## Allpower Industries

### Chief Financial Officer

June 2016 - March 2017 (10 months)

Allpower Industries are importers and distributors of quality outdoor power equipment and exclusive distributors of several national brands throughout New Zealand. During my time with the company I was responsible for the oversight of all finance and operational teams as well as the commercial advisor to the CEO and Executive Team.

My core focus was to mentor the supply chain management team to build better communication and working relationships. During my time with the company I implemented an operation model for that team that resulted in an increased DIFOT from 60% to 85% in just over a two-month period.

## RSEA

### General Manager Finance

April 2013 - May 2016 (3 years 2 months)

Melbourne, Australia

Road Safety Equipment Australia is a privately owned national retailer and wholesaler of safety products, distributed via a network of 34 retail stores and 4 warehouses. During my time as General Finance Manager I served as Commercial Advisor to both the Executive Directors and the Leadership Team and oversaw the company's finance team.

Using my ability to support and consult on strategic decision making at Board and Executive levels I developed and implemented several systems used to provide enhanced analysis for the ED and PE Board and to support the functioning of the finance team.

During my time with the company I implemented a financial model for B2B sales tenders. This model summarised the financial projections of the tender against overall business financial targets. Helping businesses succeed with the

use of financial projections remains a large part of the consulting services that I provide today.

At the Executive level I developed comprehensive budgeting and board reporting packs to provide analysis and reporting to assist in all ongoing strategic operational decision making.

### Silvan Australia

#### Commercial Manager

July 2012 - April 2013 (10 months)

Established in 1962, Silvan has been a pioneer in the development and manufacture of agricultural machinery to meet the needs of Australia's primary producers. Always at the forefront in the development of new technology, Silvan combines strong innovative management with a comprehensive understanding of today's agribusiness.

Silvan Machinery is a specialist manufacturer of farm implements such as slashers, grader blades and carry alls and has world-leading expertise in crop-protection sprayers and related equipment.

Specialised equipment has also been developed for crops including vegetables, grapes, apples, pears, citrus, bananas, olives, wheat, cotton and turf. Silvan Machinery also distributes many of the world's most prominent agricultural brands including Agrex Spreaders, Nobili Mulchers, Breviglieri Rotary Hoes & Power Harrows and Sitrex Hay Rakes.

### Veyance Technologies, Inc.

#### Financial Controller

February 2009 - July 2012 (3 years 6 months)

As a part of Continental Corporation, the ContiTech division (with the inclusion of Veyance Technologies), numbers among the leading suppliers of a host of technical rubber products and is a specialist for plastics technology. They develop, produce and market high-tech products and systems for automotive and industrial applications in eight decentralized units with full profit responsibility.

### Nylex

1 year 11 months

#### Commercial Manager

August 2008 - February 2009 (7 months)

Melbourne, Australia

Nylex Materials Handling, a division of Nylex Ltd, manufactures plastic moulded products including "Esky", Mobile Garbage Bins and Telstra underground pits. Annual turn over for the 2007-2008 financial year was approximately AUD \$35million. Nylex Ltd employs approximately 1000 people across Australia and New Zealand.

As Commercial Manager I prepared the presented detailed financial models, costing data and analysis which explained the financial impact of specific short-term and long-term strategic options.

#### Financial Controller

April 2007 - August 2008 (1 year 5 months)

Melbourne, Australia

Nylex Materials Handling, a division of Nylex Ltd, manufactures plastic moulded products including "Esky", Mobile Garbage Bins and Telstra underground pits. Annual turn over for the 2007-2008 financial year was approximately AUD \$35million. Nylex Ltd employs approximately 1000 people across Australia and New Zealand.

During my time with the company I was responsible for the development and implementation of strong financial controls and processes in the finance function and across the business. I significantly improved the accuracy of standard costs. This directly contributed to more reliable product profitability analysis.

#### Amcor

Senior Financial Accountant

2004 - 2006 (3 years)

Amcor Fibre Packaging Australasia, a division of Amcor Ltd, manufactures corrugated cartons, folding cartons and specialty displays. Annual turnover for the 2004/05 financial year was approximately AUD \$1billion.

One of the achievements I am most proud of during my time with the company was my role in the SAP Implementation Project, specifically the development of policies, training of staff, procedures and controls of the support provided to regions, particularly in change management.

## Education

Deakin University

Bachelor of Commerce (BCom), Accounting · (1996 - 2001)