###### PROFESSIONAL STATEMENT

I have achieved a highly accomplished career spanning 20 years with leading organisations in Australia and New Zealand. I possess an impressive track record of demonstrable success in Leadership.

###### QUALIFICATIONS

**2016**

**Massey University**

***Master of Management (International Business)***

**2010**

**University of Canterbury**

***Bachelor of Arts (BA)***

Major

**Political Science**

**2025**

**TEFL Academy**

**TEFL Level 5 (In progress) completion by 15th March 2025**

###### PROFESSIONAL TRAINING

**Moodys Analytics Training**

* Commercial Loans to Business
* Advanced Credit Analysis
* Advanced Cash Flow Analysis
* Business Lending Fundamentals

###### KEY COMPETENCIES

* Strong People Leadership capabilities
* Strong written and verbal communication skills
* Diverse existing stakeholder network and the ability to develop new ones

###### PERSONAL STRENGTHS

* Ability to plan and consider the ‘bigger commercial picture’ in decision making
* Strategic thinker with the ability to execute a well-developed plan
* Able to articulate and effectively communicate at all levels
* Ability to relate to people from all cultures and backgrounds

###### EMPLOYMENT DETAILS

**November 2022 – December 2024**

**ANZ Australia Melbourne, Australia**

***Senior Manager, Strategic Initiatives and Change***

Core Responsibilities

* Leader of Business Data Analysts
* Managed and designed training for a new lending origination system
* Managed complex data and reporting utilizing SAS
* Provided leadership and advice to Senior Leaders

Achievements

* Closed significant outstanding regulatory requirements
* Delivered training for new processes and procedures

**November 2020 – November 2022**

**ANZ Australia**

**Melbourne, Australia**

***Area Manager – Small Business Banking Commercial***

Core Responsibilities

* Leader of 13 direct reports
* Host of local economic forums with internal and external Stakeholders
* Negotiate key transactions and advise staff and clients on the same
* Facilitated Internal and external stakeholder engagement
* Lead for State risk portfolio – Credit risk, AML, Sales
* Facilitator for Banker Sales capability programs
* Lead for State Recruitment activities
* Collaborate across Business Divisions

Achievements

* Improved revenue outcomes across VIC/TAS
* Developed a strong local network

**July 2018 – November 2020**

**ANZ Australia**

***Area Manager – Small Business Banking Commercial & Agri***

Core Responsibilities

* Leader of 8 direct reports
* Host local economic forums with internal and external Stakeholders
* Negotiate key transactions and advise staff and clients on the same
* Lead Internal and external stakeholder engagement
* Lead Banker Sales capability programs
* Financial analysis coaching
* Collaborate across Business Divisions

Achievements

* Facilitated a successful ANZ Board and Executive visit to Regional NSW

**April 2016 – July 2018**

**Bank of New Zealand**

**Christchurch, New Zealand**

***Sales Manager – Small Business Banking***

Core responsibilities

* Mentor and coach 12 Business Managers and 36 indirect Sales Support Specialists to achieve revenue targets
* Manage key internal stakeholders up to Senior leadership level
* Negotiate key transactions and advise staff and clients on the same
* Consult Senior Leaders on strategy planning and execution
* Project Management lead of key Business priorities
* Approve and coach teams on complex residential and business credit submissions

**June 2015 – April 2016**

**Bank of New Zealand**

**Christchurch, New Zealand**

***Business Acquisition Manager – Small Business Banking***

Core Responsibilities

* Acquiring new to Bank SME businesses
* Consulting businesses on best practice
* Provide leadership to the South Island Acquisition team
* Lending Origination and Approving complex credit submissions
* Sales pipeline Management
* Identify cross sale opportunities in particular merchant solutions

**June 2012 – June 2015**

**Westpac New Zealand**

**Christchurch, New Zealand**

***Bank Manager***

Core Responsibilities

* General Branch Management
* Local Business Development
* Managed staff performance
* Sales, Service and Compliance coaching
* Audit & Compliance Reporting

**February 2004 – June 2012**

**ASB Bank**

**Christchurch, New Zealand**

***Personal Banker***

Core Responsibilities

* Retail Banking Business Development and relationship management
* Product and Service selling through identifying client needs
* Audit & Operational Reporting

###### LANGUAGE SKILLS

* English
* French

###### PROFESSIONAL REFERENCES

*Available on request*