



Daniel J Simpson

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Reflection

In 2006 I completed over nine years of studying and passed the five year service milestone as General Manager, ekas marketing research services and Interviewing Australia. I am keen to see my career take a new direction in 2007.

Career goals

To work for an outward looking, client and or marketing oriented organisation with international operations or aspirations to go global. The role needs to be a senior position directly responsible for either enterprise management, B2B client and government relations , business development or strategic diversification.

General Management

Key strength areas: B2B Client relations and service – Key Account Management – New Business Development – Strategic Alliances – International Markets

Other areas of competence: Corporate Planning – Strategy development & implementation – Change Management – Performance Monitoring – Staff coaching & mentoring – Quality Standards – Logistics & Distribution – Finance & Budgeting – Corporate Governance & Stewardship

Career Highlights

Management executive with 20 years experience leading SBUs in Papua New Guinea, Brisbane and Sydney in two distinctly different industries; International Trade & Shipping and Research Operations. Diverse experience was gained from relieving senior management, SBU rebuilding, new start up involving driving and managing rapid growth, technology and systems changes. Identified and secured strategic acquisitions to fill service gaps and gain increased revenue and market share. Strong business acumen and P&L management. Excellent educational qualifications; Master of Management and industry professional accreditation of Certified Practising Marketer (CPM).

Career achievements & tools of the trade

- **Profit & revenue growth** – All business units experienced strong revenue and profit growth.
- **Promotions** – track record of progressive advancements based on goal attainment and performance
- **Client relations** – established and built on relations with executives of iconic brands both Australian and international.
- **Coaching & mentoring** – Promotability was made possible by the key selection and development of a competent 2IC.
- **Service innovation** – have customised services and information delivery to better meet client needs.
- **Client Services and Relations** – Introduced contact software into three business units to implement effective and efficient marketing and sales programs.
- **Supplier relations** – leveraged quality and flexible suppliers to add value for clients.



Educational Qualifications

MASTER OF MANAGEMENT

Macquarie Graduate School of Management (MGSM 2006)

Distinctions: Accounting for Management, Customer Relations Management and Management Consultancy & Research

POSTGRAD. CERT. ELECTRONIC COMMERCE MANAGEMENT

(MGSM 2003)

Distinctions: Electronic Commerce Technologies and Managing Electronic Business

BACHELOR OF BUSINESS STUDIES (Management & Marketing)

Monash University (2001)

High Distinctions: Accounting for Financial Decision Making, Information Technology, Integrated Marketing Communications, Introduction to Agribusiness, Professional Selling and Sales Management

DIPLOMA OF INTERNATIONAL TRADE MANAGEMENT

College of International Business (AIEA 1997)

Normal personality Profile

Learner, arranger, achiever, focus and empathy (Signature themes)

The Gallup Organization's 'Strength Finder' assessment

DISC Style Profile

Self-image: "**An integrative leader who works with and through people**".

Self-motivator: "**...wants challenging assignments involving varied contact with people**".

Job emphasis: "**Selling ideas and things to people**".

Describing words: **Influential, persuasive, confident, friendly, self-starter, decisive, mobile, active, alert, opinionated, persistent and independent**

Team Preference Profile

major role: **Upholder-Maintainer**

Related roles: **Explorer-Promoter and Thruster-Organiser**

Key Preference Areas: **Exploring, Organising, Controlling and Advising**

OH&S

Senior First Aid Certificate (St John Ambulance Australia)

Consultation (four day) course

More information

Please visit my personal website for more detailed information along with hyperlinks to testinurs, certificates, documents and images.

<http://au.geocities.com/simpsonsydney>