

PERSONAL BIOGRAPHY

R.J. (Rob) Slattery MM MAIPM FAICD FAIM AAMI ACS

Rob is Chief Executive Officer and Principal Consultant of a highly specialised strategic business development consultancy based in Canberra. The business has developed over the last 12 years in partnership with his wife and co-director Jill, a web and administration specialist. The business has a Project Management oriented Quality Systems focus.

Rob's background encompasses in excess of 35 years of roles in senior sales, marketing, management, business consulting and government lobbying. He holds a Master of Management from ANU with his specialisation being Project Management. Currently studying International Law, his education covers business management and accounting practice as well as post graduate studies in international marketing, financial administration and business governance.



Rob has extensive experience in aggressive business creation and development, the creation and implementation of marketing and sales strategies, the negotiation of contracts, the development of consortia in various levels of business, the generation of good relations within all levels of business and the personal network to ensure the highest standards of business development. He has considerable exposure to the way Governments operate, not only from an Australian perspective (Local, State and Federal), but also from an international viewpoint, and has extensive links to a global network of agents and contacts that cover Governments as well as major corporate providers of equipment and materiel not only in the Asia-Pacific Rim but also into Europe, the Americas and Scandinavia.

His work includes sales/account/project/program management as well as strategic alliance and business development in relation to contact at all levels of Government, Industry Associations, Banking, Health, Scientific, Education and Corporate Markets. These functions require excellent vision, conceptual sales/development capability, analytical, research, negotiation and communication skills, most particularly in relationship development and growth. He has extensive experience in the conceptualisation/commercialisation/corporate change phases of (strategic and new) business development, particularly in technical and ICT spheres.

Operating as a contractor, he has completed successful contracts as Country Manager in Australia for Singaporean, French, Scandinavian and Canadian based companies. His current areas of interest run from fostering biomass power generation as alternative energy through water management and treatment to funding infrastructure development working in consultation with Australian and International investment bankers and agents to achieve major developments for the betterment of the various communities in which he works, within Australia and throughout the world in relationship with the world's most highly respected bankers.

Rob has been successful in all of his past ventures, from 30 plus years in the Information Technology industry to such other interests as vegetation management consulting, the design and sale of specialised military mobility hardware and the development of consortia in the Sydney Airport Noise Insulation Program, working with organisations in the development of marketing and distribution channels, with Australia's flagship telecommunications provider, and working with Government in the development of archiving policies and the provision of applicable technologies.

Rob has been actively involved in training and personal, as well as business, mentoring. His spare time interests include training young Australians in the Martial Arts as well as the philosophies that govern personal management and control.