

# Michael Page Executive Search

## APPOINTMENTS FOR TOMORROW'S LEADERS COME THROUGH US

### Chief Financial Officer

Bardot is one of Australia's most successful fashion labels with a reputation for getting the latest glamour looks onto the shop floor first. Launched from relatively small beginnings in 1996, the company has grown to employ over 300 staff, with 33 stores nationally and a growing international and online presence. The business continues to successfully diversify into new customer segments including accessories, menswear and childrenswear.

**Commercial Business Partner to MD ♦ Growth Mandate**

Reporting to the Managing Director this newly created role will hold full responsibility for the end to end finance function. The CFO will also provide significant contribution to business strategy and growth in a commercial and advisory role. You will be an instrumental member of a collaborative, creative and innovative fashion leadership team and provide the financial and commercial contribution to maximize ongoing business opportunities.

With a career history from the apparel, fashion and/or retail sector you must have a strong track record of financial management of organisations that have delivered continued substantial year on year growth. Ideally your background will display contribution to organisations that have successfully diversified into new segments both domestically and internationally. Your experience will include the ability to provide advice and consultation on broad commercial and financial matters to a highly innovative and entrepreneurial Managing Director.

To apply for this position, please go to [www.michaelpage.com.au/apply](http://www.michaelpage.com.au/apply) quoting ref:A158520 or call Michael Page on (03) 9607 5647 for further details.

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### Secretary

The Police Association (Victoria) was established to represent and protect the interests of its members. The Association provides its members with representation, advice and advocacy on a wide range of matters including terms and conditions of employment, compensation, welfare issues, EEO, work related legal matters and occupational health & safety.

**High Profile Position ♦ Commercial Salary Package**

The Police Association secretary who serves as the CEO has an operational role to manage and implement the policy direction on behalf of the membership and report to the day-to-day running of the Association including management of its 33 staff. The role's objective includes cultivating working relations within the broader union movement and the community.

With a career history from the apparel, fashion and/or retail sector you must have a strong track record of financial management of organisations that have delivered continued substantial year on year growth. Ideally your background will display contribution to organisations that have successfully diversified into new segments both domestically and internationally. Your experience will include the ability to provide advice and consultation on broad commercial and financial matters to a highly innovative and entrepreneurial Managing Director.

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### OUTBACK Chief Financial Officer

Outback Stores is a newly formed integrated community focused retailer for remote regional indigenous communities. Having attracted strong commercial backgrounds to their Board and senior management team, they have a passion and focus to provide critical quality retail infrastructure with a supportive approach delivering sustainable improved food nutrition, employment and economy.

**Darwin Based ♦ Commercial Focus ♦ Attractive Package**

With a goal of rolling out 140 stores, you will work closely with the CEO to establish the organisational financial infrastructure strategy to deliver a self-sufficient retail platform. Acting as the commercial lead, you will be responsible for the overall management and leadership of the accounting function as well as the delivery of the performance levels and financial outcomes required by the business plan.

CA/CPA qualified, you will have the capacity to liaise with and influence all levels of management and external parties. You will have a broad skill set that spans broad presentations to developing strategy and retail operational commercial plans and outcomes.

To apply for this position, please go to [www.michaelpage.com.au/apply](http://www.michaelpage.com.au/apply) quoting ref:A107139970 or call Michael Page on (02) 8292 2000 for further details. All direct and third party applications will be forwarded to Michael Page for consideration.

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### National Sales Director

The Warner Village Theme Park Group is a national industry leader and a flagship of Australian tourism. Having set benchmark precedents in attendance figures and collectively earned in excess of thirty major Australian Tourism Industry and International Awards, it has become a cornerstone of Australian culture. The group is now seeking a highly innovative and experienced National Sales Director to continue to drive their success.

**Gold Coast Based ♦ Senior Executive Role**

In this hands-on leadership role you will develop the sales strategy for the theme park's division and closely manage its execution. Working closely with the executive board you will devise budgets and sales plans to drive revenue growth through both direct and trade channels. Your ability to deliver and exceed sales targets as well as inspire and manage the sales team will be key to your success.

You are a results oriented Sales Director and possess outstanding strategic management, commercial and reporting skills. A proven leader, you understand how to motivate teams and influence complex stakeholder relationships.

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### Managing Director

Shakespeare Australia is a subsidiary of K2 Inc. USA. The business distributes fishing tackle, outdoor gear, marine and waterports equipment for K2 Inc. under the Shakespeares, Phlanger, Steans and K2 logos. Shakespeare and K2 have an outstanding reputation for product innovation and quality.

**S&M Focus ♦ Fishing for an Exceptional Role?**

Reporting to K2 Inc. in the USA, you will be responsible for driving the Australian business forward with a focus on improving brand equity and sales growth. Key to this brief, will be the development of sales and marketing strategies, people development, leadership and commercial business understanding to ensure sound financial performance, reporting and compliance.

With a Sales or Marketing background gained in a consumer orientated environment, you will be seeking an opportunity to take on a role where the Australian business is yours to control, motivate and drive forward. In return K2 Inc. offers an opportunity to be part of a growing subsidiary with an enviable position within the outdoor, leisure and sports equipment fields.

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### Chief Financial Officer

Tenix is an iconic and diverse success story built on the fundamentals of innovation, investment in research and development and the support of new initiatives. As one of the group's key lines of business, Tenix Solutions provides technology, consulting and outsourcing services to both the public and private sectors across the Australia and Asia Pacific regions. Tenix Solutions is positioning itself for an exciting period of growth through potential business aligned acquisitions and market share gains offshore.

**Domestic & International Growth ♦ Transformation Focus**

Reporting to the CEO, this role will span full responsibility for the management of the finance function through to playing a key contribution to strategy in a commercial and advisory role. The appointment will provide a unique opportunity to re-engineer the Finance division and provide significant value to senior stakeholders.

CA/CPA qualified you will be able to demonstrate proven experience in the management of a finance function in a dynamic and diverse organisation, your communication and commercial acumen will enable you to make a significant contribution and will be crucial to your success.

To apply for this position, please go to [www.michaelpage.com.au/apply](http://www.michaelpage.com.au/apply) quoting ref:A306201 or call Michael Page on (03) 9607 5647 for further details.

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### GM Strategy

Rip Curl is a global icon and household name and has been synonymous with surfing, adventure and fun for over 30 years. Based in Torquay, Rip Curl is a dominant international force with operations in Australia, Brazil, Europe and the USA.

**Global Focus ♦ Significant International Travel**

As a key member of the group executive, you will be responsible for driving and implementing group strategy with a focus on growth opportunities. This will involve assessing business opportunities, mergers and acquisitions, strategic planning and performance management. Key to your success will be your ability to integrate businesses and execute on projects.

You will be tertiary qualified with a skill set developed around MSA and corporate strategy gained in accounting, corporate finance, management consulting or law. Strong communication skills, well developed commercial acumen and the ability to work autonomously will be essential.

Ripcurl has exclusively retained Michael Page, for this recruitment process. To apply, please contact Michael Page on (03) 9607 5600 quoting reference number MDC480 or go to [www.michaelpage.com.au/apply](http://www.michaelpage.com.au/apply)

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### Managing Director

Oakley is a NYSE listed global business with sales in excess of US\$800 million and is one of the most recognised consumer brands in the world. They have an outstanding reputation for design, innovation and skilful marketing.

**Melbourne/St Kilda Based ♦ Do you surf?**

Running the operations in Australia, New Zealand and the South Pacific, you will drive the business forward with a focus on improving brand equity and sales growth. Key challenges will include providing strategic vision, motivating a large team and building key relationships in Oakley's core markets.

Ideally you will have strong marketing and general management experience in the consumer durables and retail sectors. This position will suit a proven MD or a Senior Marketing/Sales Manager looking to take the next step. You will be passionate about the surf, skate or snow sectors and be able to operate in a dynamic and challenging environment.

To apply for this position, please contact our retained consultant Michael Page on (03) 9607 5600 quoting reference number MDC483 or go to [www.michaelpage.com.au/apply](http://www.michaelpage.com.au/apply)

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### BBC Worldwide Marketing Director

Highly Competitive Salary – Drive the Marketing Strategy

The BBC Worldwide Channels Australia is a newly formed division within BBC Worldwide, arising from the recent acquisition of UKTV. Throughout its global operations, BBC Worldwide maintains the values and integrity of the BBC, combined with all the commercial skills and strength of a major global corporation. The business is growing rapidly and will ultimately deliver five channels on the FOXTEL platform due to this growth a critical executive position has been newly created.

As part of the global leadership group, your role will report directly to the General Manager. The Marketing Director will drive the development of the overall Marketing Strategy for BBC Worldwide Channels Australia. You will be accountable for ensuring relevant financial targets are met and for overseeing the development and implementation of the individual channel and integrated marketing strategies.

You will have extensive marketing experience with a proven track record in devising and implementing marketing plans and strategies. You will combine clear thinking with the ability to achieve results. The successful candidate will also demonstrate a combination of relevant experience, intuition and passion for the industry.

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### Treasurer

Our client is a successful Australian icon with a rich history built on the fundamentals of meeting and exceeding customer and market demands through a progressive and commercial approach to business and a continued focus on the future. Today, the organisation is recognised as the global benchmark in its sector.

**High Profile Advisory Role ♦ Finance Leadership Team**

Reporting to the CFO, this autonomous position is responsible for the full end to end corporate treasury function. This will include the management of the day-to-day financial risks and cash flow, development and implementation of the funding strategy, management of the long and short term finance facilities, as well as the corporations banking relationships. You will also contribute to the three core business areas in a commercial business partner and advisory capacity.

Ideally you will be CA/CPA qualified with a proven track record of success in a similar capacity or as a deputy treasurer of a large corporate ready for the next step. Your proactive commercial approach, your ability to manage multiple stakeholders and your exceptional technical and interpersonal skills will enable you to make a significant contribution to the finance leadership team.

To apply for this position, please go to [www.michaelpage.com.au/apply](http://www.michaelpage.com.au/apply) quoting ref:A1142010 or call Michael Page on (03) 9607 5600 for further details. All direct and third party applications will be forwarded to Michael Page for consideration.

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### Executive Director

The Australian Securitisation Forum (ASF) is a member-based professional association through which participants in the Australian securitisation market advocate their common interests on the role of the industry in credit markets and the broader economy. This includes developing market standards and practices as well as dealing with legal, tax, regulatory and accounting issues facing the market. An exceptional opportunity has arisen to contribute to the success of the ASF's advocacy initiatives as well as its education and other member services.

**3 Days Per Week ♦ Stakeholder Engagement**

Reporting to the ASF Chairman, you will develop industry, government and regulatory relationships to identify and influence solutions on key issues facing the Australian securitisation industry. An ability to keep abreast of issues within domestic, international and regulatory arenas as well as being able to formulate appropriate proposals for recommended action by the ASF National Committee will be crucial.

You will oversee and assist with the development of policies in accordance with the ASF's strategies and liaise with equivalent international securitisation forums on relevant industry issues. You will also be responsible for managing key external and internal stakeholder relationships, such as regulators, similar industry bodies, consultative groups, ASF members and Government in order to maintain awareness of the ASF's mission and its goals.

You will have a good working knowledge of securitisation coupled with experience in general management and internal and external stakeholder management. You will also have a track record of managing numerous relationships and have demonstrated your influencing abilities in a variety of settings. Strong communication, strategic analysis, negotiation, problem solving and networking would also be highly regarded. This role will initially be for a twelve month period.

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### Chief Financial Officer – Residential Property

Brookfield Multiplex is a fully integrated property and funds management business with assets under management of US\$95 billion. As one of the group's key lines of business, the Residential Property division has a reputation for premium quality in prime locations with superior designs. An exciting opportunity now exists to contribute strategically to a rapidly growing business unit.

**Commercial Lead ♦ Business Partner to MD**

As business partner to a dynamic MD, you will have full financial and commercial responsibility for this growing business. Based in Sydney, you will be an instrumental member of a progressive and forward thinking executive team and be integral to the development and implementation of the strategic plan. Responsible for the enhancement of financial and operational controls, you will focus on maximising commercial and operational synergies. In addition, you will lead a strong team in the areas of accounting, taxation and financial management and reporting.

You will be CA/CPA qualified with a proven track record of success at a senior finance level, ideally within property or similarly aligned industries. In addition, you will possess a proactive and flexible approach and the drive to succeed in a fast-paced environment.

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### PrimeAg Chief Financial Officer

PrimeAg is an innovative leader capitalising on the increasing global demand for soft commodities. With an integrated business model of owning and operating Australian agricultural land and water entitlements, they combine operating income with long-term capital growth. Recently raising \$300m on the ASX, they are poised for the next exciting phase of acquisition, growth and development to build a significant Australian agricultural company.

**Toowoomba – QLD ♦ Business Partner to CEO**

As 2IC to a dynamic CEO and working closely with the Board, you will have full financial and commercial responsibility for this innovative and growing business. Specifically, this will include further development of financial and management reporting tools and enhancement of financial and operational controls throughout the business. As an important member of the senior executive team, you will also be a major contributor to the commercial, operational and growth strategies of the group including acquisitions.

CA/CPA qualified, you will be able to demonstrate proven experience in managing a finance function in a rapidly evolving environment. The ability to develop strong relationships at all levels in the organisation, excellent leadership skills and strong commercial acumen will be crucial to your success. This is a broad opportunity within a non-hierarchical organisation that values collaborative input.

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### Chief Financial Officer

With a focused management team and significant financial backing of CVC Capital Partners, they are entering an exciting phase of growth over the next few years. Chairman G has mapped out significant initiatives to regain it's leading position and realise opportunities within an exciting industry.

**Initiatives Focused ♦ Equity Participation**

Reporting to the new CEO David Gynnell, you will be an instrumental member of a forward looking management team. Responsible for the enhancement of financial and operational controls, you will focus on maximising commercial and operational synergies for initiatives of the business. Investments are being made across all areas of the business and your involvement will be critical to ensure strong returns.

CA/CPA qualified, you will be able to demonstrate proven experience in managing a finance function for a company in a dynamic environment and driving change initiatives. With a pragmatic style, your communication and commercial understanding will enable you to liaise at all levels within the management team and stakeholders.

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### Elders General Manager Logistics & Procurement

Elders is a progressive and diverse agribusiness group with over 400 branches in Australia and overseas. Elders Rural Services boasts sales of \$1.3 billion. They are embarking on a significant initiative which will enhance all aspects of the procurement, logistics and supply chain functions for the group. This senior position has been created to facilitate the successful execution of these plans and will bring significant benefits to all stakeholders.

**Supply Chain Transformation ♦ Adelaide Based**

Reporting to the MD, you will have full responsibility for the group's significant international and domestic logistics, supply chain and procurement requirements. You will drive supply chain transformation projects, engaging extensively internally and externally to realise significant supply chain optimisation opportunities within this unique and complex national retail network.

This is a significant strategic leadership role and candidates will demonstrate a track record of successful change management within supply chain. Commercial acumen and effective communication skills will ensure an effective rollout of these exciting developments. This is an opportunity to be part of a dynamic and energetic management team committed to change.

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### Interactive Chief Financial Officer

Interactive is a successful IT company providing "systems available" services to more than 1,200 of Australia's leading corporations. Founded in 1988, Interactive is recognised as one of the most respected and experienced IT service providers in Australia. With services revenue of more than \$65 million and staff numbers of more than 200, Interactive continues to deliver strong organic growth and is now positioned for the next exciting phase of its development.

**Growth Mandate ♦ Attractive Salary Package**

Reporting to the Managing Director, the CFO will have full responsibility for the management of the finance function through to responsibility for infrastructure and internal IT. The CFO will also provide significant contribution to business strategy in a commercial and advisory role. You will be an instrumental member of a collaborative and forward looking leadership team and provide the financial contribution to maximising ongoing business opportunities.

CA/CPA qualified you must have a strong track record of financial management of successful organisations, preferably within the technology services sector. It is imperative that you have solid experience gained from organisations that have delivered continued substantial year-on-year growth. Your communication skills and commercial acumen will enable you to make a significant contribution to the Leadership Team and will be crucial to your success.

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### Chief Financial Officer

International developer Sunland Group is entering its 25th year of business and 13th as a listed company on the Australian Stock Exchange. Sunland combines architectural excellence and sustainable innovations in its award-winning projects and is committed to creating vibrant urban environments. Sunland's current portfolio comprises a \$6.9 billion portfolio of developments located in Australia and the United Arab Emirates. The Group's international expansion includes the global rollout of 15 Palazzo Versace resorts. Sunland's enduring success and culture of innovation is driven by its team of dedicated people. Due to an internal promotion of the incumbent CFO and the Group's ongoing expansion, a tremendous opportunity now exists to Sunland's CFO.

**ASX 200 ♦ Domestic & International Growth**

Based on the Gold Coast and reporting to the MD, you will be an instrumental member of a forward looking management team. Responsible for the enhancement of financial and operational controls, you will focus on maximising commercial and operational synergies in Australia and internationally which will feature strongly in Sunland's expansion plans. In addition, you will lead a strong team in the areas of accounting, taxation and financial management and reporting.

CA/CPA qualified you will be able to demonstrate proven experience in managing a finance function in a dynamic and rapidly growing organisation. The ability to develop strong relationships at all levels of the organisation, excellent leadership skills and strong commercial acumen will be crucial.

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### General Manager Business Services

Our client is a globally recognised leader in business services and outsourced deliverables renowned for innovative technologies, products and solutions. They have a global turnover exceeding \$10 billion with a significant integrated Australian operation. An exciting leadership position now exists to contribute to their ongoing success.

**MD Partner ♦ Sydney Based ♦ Leadership Role**

Working closely with the MD, you will support and contribute to the achievement of business objectives, profitability and return on investment. Specific responsibility includes the management of multiple teams across Finance, Information Services, Operations Support Services and Procurement. Your leadership will further develop management reporting tools, service levels and contributions made by the Business Services teams in a rapidly evolving environment. Your background and strength in finance will be matched by your commercial capabilities to ensure your success in this broad based business services general management role.

You will be CA/CPA qualified and have a proven track record contributing to the growth of a service orientated company ideally operating in an international environment. The ability to develop strong relationships at all levels of the organisation, excellent leadership skills, influencing skills and strong commercial acumen will be well regarded.

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