

RESUME

First NZ Capital

International Research Sales – Director - Auckland

July '14 – May '16

- Establishment of Research Sales function and product
- Mapping of International client base
- Promotion of FNZC analysts and research product
- Production of daily client report and research sales desk notes
- Reinvigorated stale, and repaired damaged, client relationships
- Hosted NZ companies and FNZC analysts internationally
- Promoted teamwork and collaboration with research and retail divisions

Craig's Investment Partners

Retail Sales – Auckland

Mar '13 – July '14

- Attained AFA and NZX Advisor qualifications

RBS Equities Australia Limited

Head of Institutional Sales, Managing Director - Sydney

Dec '10 – July '12

- Responsible for team of 30 sales personnel both domestic and international (budget of A\$80 - \$100m)
- Implemented overhaul of sales approach and PM focus
- Achieved a significant improvement of ranking (8th to 5th) of domestic sales team (Peter Lee*)
- Oversaw budgeting, account review process and HR functions
- Managed international sales effort
- Member of the executive management for Equities division.
- Personal top 5 Australian Research Sales (Peter Lee & East Coles*)

Senior Institutional Sales, Managing Director - Sydney

Jan '08 – Dec '10

- Achieved record brokerage income for any sales personnel (A\$14.6m, 2009)
- Chaired daily sales meeting, mentored sales and research staff
- Co-ordinated international research relevance for local sales team
- Leadership of brand “re-positioning” and brand awareness

ABN AMRO Australia Equities Limited

Senior Institutional Sales, Managing Director - Sydney

Jan '06 – Jan '08

- Implemented new sales structure and sales product overhaul
- Co-ordinated international research coverage
- Co-ordinated international and domestic sales initiatives and processes for third Telstra sell-down (T3)
- Leadership through ABN AMRO transition (sale) to RBS

Head of Asian Sales, Director – Singapore

July '03 – Jan '06

- Managed team of 4 across Sgpre and HK (budget A\$10 – \$12m)
- Improved corporate access into Asia two fold to become no2 in Asia
- ABN AMRO improved from 8th to 4th (Asia Money*) as voted by clients
- Top 5 rated salesman, 2005 (Asia Money*)

Senior Institutional Sales, Director – Singapore

Aug '02 - Jul '03

- Established a sales presence in Singapore
- Achieved a No 1 ranking with our largest global client

Senior Institutional Sales, Director – Hong Kong

Jan '01 – Aug '02

- Initiated client relationships and effected research product awareness
- Responsible for both NZ and Australian equity product
- Hosted Australian / NZ corporate marketing and client feedback

ABN AMRO (New Zealand) Limited

Institutional Sales, Director – Auckland

June '98 – Jan '01

- Responsible for establishing an Asian client base

Airwork (New Zealand) Limited

Commercial Manager - Auckland

Nov '94 – Jun '98

- Implemented new engineering contracts
- Responsible for fixed wing maintenance division
- Implemented new computer tracking of spare parts inventory
- Established key new clients in Thailand and Nepal
- Assisted in the identification and acquisition of an Australian business
- Negotiated lease arrangements at Auckland Airport and Ardmore
- Oversaw building of new head office

Merrill Lynch (Australia) Pty Ltd

Head of Trading, Equity Derivatives - Sydney

Jan '94 – Oct '94

Merrill Lynch, Pierce, Fenner and Smith

Senior Trader, Equity Arbitrage – New York

Jan '92 – Jan '94

Merrill Lynch International Ltd

Associate, Equity Derivatives - London

July '90 – Dec '91

Contract Employment

Financial Markets, Team Leader – London

Nov '88 – July '90

Paine Belcher Limited

Senior Trader / Institutional Sales – Auckland

Jan '86 – Mar '88

(* independent surveys completed by clients)

PROFESSIONAL QUALIFICATIONS

Authorised Financial Advisor (AFA)

NZ Stock Exchange Advisor

Series 7 registered, New York (expired)

Registered Trader – London, Hong Kong, Singapore, Sydney, Auckland

INTERESTS

Family activities, art, fishing, golf (RAGC), puzzles, cooking

Mensa and Triple 9 Society