

Anna Searle

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NON-EXECUTIVE DIRECTORSHIP

COMPETENCIES

Corporate & competitive strategy

Knowledge of a director's responsibilities

Finance

Influencing for change

Research

Integrity

Curiosity

Emotional intelligence

Active contributor

PROFESSIONAL

QUALIFICATIONS

MAICD

MBA, Melbourne Business School

Undergrad in Economics & Finance – with Distinction

PROFESSIONAL SKILLS

Commercial acumen

Innovative ideas

International perspectives

Agile thinker

Competitive strategy

KEY APPOINTMENTS

A'Ohlin Commercial Insights – 6½ years

Deloitte Consulting, Melbourne – 3½ years

Deloitte Consulting, south Africa – 3 years

ANZ Banking Group Ltd – 6 years

past Chair, Institute for Independent Business

INTERNATIONAL EXPERIENCE

Hong Kong

South Africa

SUMMARY

A results driven, self-motivated and resourceful entrepreneur with a proven ability to develop and strengthen high performing teams in order to achieve goals on time and within budget, ultimately maximising a company's profitability and efficiency. Deep corporate strategy expertise within a variety of complex organisational environments and industries. This breadth of experience has successfully been applied to drive new thinking and forward looking market solutions. Possess excellent communication skills and an ability to establish sustainable and profitable relationships with customers, clients, suppliers, and stakeholders. A sensitivity to multiculturalism and diversity has been heightened by living in Hong Kong and South Africa and a continual exposure to immigrant life and hosting of international students and travellers.

Now looking for new and challenging directorship positions which will make best use of my unique combination of skills, experience and perspectives; making a positive difference to the entities which I serve and providing opportunities for my personal and professional growth.

PROFESSIONAL EXPERIENCE

Director & Entrepreneur

Mar 2007 – Present

Inspired Business Solutions Pty Ltd (t/as A'Ohlin Commercial Insights)

- Identifying, developing and directing the implementation of business strategy
- Cultivating company's reputation in the market and with clients and suppliers
- Planning and organising the company's activities to achieve targets
- Responsible for the company's legislative adherence
- Setting 12 month, 3-5-10 year strategies and performance targets
- Developing business plans
- Investigating issues, building business cases and recommending actionable solutions for client organisations
- Improving margins
- Developing and preparing comprehensive business reports
- Maintaining high quality client service and deliverables
- Creating and managing budgets
- Creating and maintaining links with other trade and professional associations
- Executive mentoring and coaching

KEY SKILLS AND COMPETENCIES

- Strong leadership skills in corporate strategy and change management
- Comprehensive understanding of financial management and economic principles
- Entrepreneurial with commercial acumen and excellent management skills
- Motivated team player who is results driven
- Conscientious individual thinker
- Results-oriented with a positive outlook, and clear focus on high quality and business profit