

# Pete Jeans

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## Summary

A focused leaderful executive known for effective change management and strategic project leadership who will quickly deliver break-through results by building stakeholder trust through effective engagement and communication.

Wide relevant project and change qualifications and a substantial record of [testimonialised success](#) in high value/risk difficult, complex and disruptive environments across multiple Australian and Asia Pacific industry sectors.

**My wider and deeper industry sector experience  
means learnings elsewhere can be quickly  
transferred to your challenges at hand**

Recreational services  
Commercial property  
Structural products  
Building products  
Capital goods  
Advertising  
Automation  
e-learning  
GTE's  
Energy  
Manufacturing  
Commercial fitout  
Chemical additives  
Decorative products  
IT products & services

Home improvements  
Mining consumables  
Residential housing  
Financial services  
Wholesaling  
Logistics  
Seafood  
Imaging  
Insurance  
Engineering  
Industry groups  
Fashion retailing  
Fastening systems  
Educational services  
Personal retail goods  
Gaming and hospitality

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## Career history

### **Growth Project Lead at Negocio**

Sept 2021 - current

Team Leader identifying new Australian business opportunities for major corporate investors and funding facilitators

#### **Key responsibilities**

Best-practice project and change management to influence investment committees to adopt pitches for portfolio growth

#### **Achievements**

Significant team-building success and endorsement of search protocols and communication clarity

## **Facilitator at Australian Institute of Management MBA Business School**

Oct 2014 - Oct 2021

As a key [subject facilitator](#), delivered online core subjects in the AIM MBA course.

### **Key responsibilities**

Created understandings and changed the insight for hundreds of MBA students so that they could apply key strategic and tactical concepts in their businesses quickly and effectively.

### **Achievements**

Rated overall as superior in all student feedback surveys in respect of engagement, clarity, delivery of content and student support.

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## **Lecturer at Charles Sturt University School of Business**

Jan 2018 - current

[Lecturer](#) in online and face-to-face subjects in undergraduate and post-graduate programmes

### **Key responsibilities**

Delivery of core subjects including "The Leadership Challenge", Leadership Issues, Project Management, Organisations & Management, Asia Pacific Business, Global Marketing and Human Resources Management.

### **Achievements**

- Acknowledged leader in online webinar creation, production and delivery.
  - Superior results from student feedback surveys.
  - Member of the School of Management and Marketing School Board.
  - Member of the Masters Programme Review Committee.
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## **Major Project Leader/Lead Team Member at Sydney Fish Market**

Oct 2011 - Oct 2014

Developed and led a complex strategic supply chain project to understand improved sourcing of seafood from all Australian states and NZ.

Delivered professional marketing momentum to deliver strategic and operational growth plans. Implemented issues management and public relations management, reporting and advisory to the Lead Team and Board.

### **Key responsibilities**

Brand development ( for consumer and trade segments ).

[Team leadership and development](#) ( team span of 15 + staff ).

Site operations leadership ( 2.2 M visitors per annum ).

## **Achievements**

- Consumer segmentation research means SFM now understands consumer segmentation mix, visitation barriers and brand essence
- Festival of Seafood media campaign - new advertising campaign to link consumers to brand benefits to SFM site
- Ambassador programme - SFM now has an innovative customer service capability to drive visitor experience satisfaction
- Visitor growth from 1.7 M to 2.2 M in 18 months

## **Project Leader at Bullivants ( Wesfarmers)**

Oct 2009 - May 2010

Led two significant multi-million dollar projects in project leadership in inventory reduction and lifting products.

## **Key responsibilities**

Responsible for best-practice planning, strategy, implementation programmes and metrics to reduce obsolescent stock and develop effective approaches to customer segments for new market offers.

## **Achievements**

- Significant opportunities around efficiencies identified. Products ranges streamlined. Pricing positioning agreed. Major accounts targeted. Recommendations for marketing and sales programmes endorsed. Testimonials available. Engaged management teams quickly and build confidence in process and participation
- Motion Industries benefitted from a clear picture of inventory risks and successful implementation of sales incentive programmes to drive stock clearances through existing channels.
- Bullivants benefitted from a strategic review of opportunities around their market offer and initiatives to build capability to exploit growth gains throughout Australia

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**Feb 09 - Nov 09. (Global financial crisis.)** Study sabbatical (TAFE Workplace Training & Assessment Cert IV). Meadowbank TAFE Professional Course.

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## **Education**

### **My accreditations reinforce my leading expertise and are extensive.**

- Certification in Prince 2 via Udemy 2022
- Accredited in change management by Arrium (OneSteel) 2008 ( best-of-breed change systems )
- Certification in Agile Project Management via Udemy 2021
- Certification from QUT in Leadership Coaching through Turbulent Times 2018

- Certification in Coaching - The 7 Skills Udemy 2021
- Certification from University of Leeds in Computer Programming for Everyone 2020
- Certification in Social Media Analytics from QUT 2017
- Masters in Commerce UNSW; BA Communication MCAE (CSU)
- Currently studying blockchain technology at the world's foremost university in that subject space: UNIC.

**Key skills**

**10 years' PM experience using best-practice Agile/Scrum/change management tools and communication techniques**

- Business strategy development & execution ([author in the discipline](#))
- Re-aligning resources, engaging stakeholders, driving results
- High standard on-time on-budget deliverables
- Vision, feedback, progress reporting and presentation skills
- Insight and guidance, building inter-dependencies, team on-boarding
- Discovery, validation, valuation, business case development and project execution
- Team creation, delegation, monitoring and support

**Best-practice change management competencies**

- Environmental/cultural assessment
- Facilitating change workshops
- Strategic thinking/vision
- Coaching for change and influencing others
- Team learning & development
- Stakeholder management
- Sustainable implementation
- Team creation and championing
- Ideation leadership
- Conflict resolution
- Inter-dependency encouragement
- Change success evaluation
- Training needs analysis
- Post-critiques and archiving
- PMO/CMO establishment
- Risk management assessment

**Leadership values**

I have a passion for shaping and influencing impactful and purposeful change; backed by a demonstrated capability to deliver	I have a recognised ability to influence, establish and maintain strong relationships with senior management, customers and end users
I adopt collaborative and facilitative partnering approaches to cement core values in the chase for success	I am highly experienced in successful and agile delivery driven by a mindset to leverage discoverable advantage
I am an expert in leading and managing teams through ambiguity and change	I persist, mentor, support and encourage teams to exceed their own expectations through effective Leader-fulness