

m: 0490 324 006

based: greater-Sydney

e: bandbsydney@hotmail.com

PETE JEANS

LEADERFUL LEADERSHIP IN A SNAPSHOT

An inclusive leaderful general manager who has pragmatically created break-through strategic market and organisational success. Effective market and stakeholder engagement, team capability development and clarity of communication characterizes him well. Pete is an expert in risk management, customer-centred and persistent in the chase for results.

He has a substantial record of testimonialised success in difficult high value/risk complex and disruptive environments across multiple Australian and Asia Pacific industry sectors.

ADVANCED SKILLSETS



INFLUENCING
OTHERS



LEADERFUL
LEADERSHIP



EFFECTIVE
COMMUNICATOR



STRATEGIC
VISION



COACHING
FOR CHANGE



INNOVATION
LEADERSHIP

My competitive
advantage is
what others say
about me.
Scan this QR
code to find out



m: 0490 324 006

e: bandbsydneyhotmail.com

PETE JEANS

INDUSTRY INSIGHT IS STRONG

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

CONTINUING EDUCATION

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 IN SOCIAL MEDIA ANALYTICS
FROM QUT 2017

MASTERS IN COMMERCE UNSW; BA
COMMUNICATION MCAE (CSU)

11 YEARS OF GROWTH SUCCESS

SEPT 2021
TO DATE

GM AND TEAM LEADER AT NEGOCIO

- M&A leadership
- Investment committee decision-changing

JAN 2018
TO DATE
(P/T)

MBA SCHOOL LECTURER AND EDUCATIONAL DESIGNER AT CSU

- Delivery of MBA/undergrad subject content
- Change re-design of Engineering marketing topics content

OCT 2014
TO DATE

FACILITATOR AT THE AUSTRALIAN INSTITUTE OF MANAGEMENT AND DIRECTOR AT SMO

- MBA School course facilitation & delivery
- Coach and mentor
- Director of Client Change at SMO
- Change lead at IDEAgenda

OCT 2011
TO OCT
2014

EXECUTIVE LEAD TEAM MEMBER AND PROJECT LEAD AT SYDNEY FISHMARKET

- Supply chain change lead
- Site services/marcomms change lead

MAJOR GROWTH SUCCESSES WITH

BORAL TIMBER
 POLAROID
 ONESTEEL
 SFM
 LANDCOM
 SMITHS
 THORN

CSR WOOD PANELS
 LM FLEXIBLES
 SMO
 BULLIVANTS
 PKPC
 GKN

m: 0490 324 006

e: bandbsydneyhotmail.com

PETE JEANS

RECENT LEADERSHIP SUCCESS DETAIL

GROWTH PROJECT LEAD AT NEGOCIO (FULL TIME) SEPT 2021 - CURRENT

M&A team leader and general manager identifying new Australian business opportunities for major investors and funding facilitators (PE/VC players). Key responsibilities are best-practice analysis and project management insight to influence investment committees to adopt M&A pitches for portfolio growth

LECTURER/COACH AT THE AUSTRALIAN INSTITUTE OF MANAGEMENT MBA BUSINESS SCHOOL (PART TIME) OCT 2014 - OCT 2021

As a key subject facilitator, delivered online core subjects in the AIM MBA course as a Director of SMO and an acknowledged leader in Australia's senior executive ranks. Key responsibilities are creating understandings around best-practice knowledge and strategic insight capability for hundreds of MBA students so that they could apply key management concepts in their businesses quickly and effectively.

LECTURER AT CHARLES STURT UNIVERSITY SCHOOL OF BUSINESS & FACULTY OF ENGINEERING (PART TIME) JAN 2018 - CURRENT

Lecturer in online and face-to-face subjects in undergraduate and post-graduate programmes. Invited to join CSU as an leading executive for business best-practice. Key responsibilities are delivery of core subjects including "The Leadership Challenge", Leadership Issues, Project Management, Organisations & Management, Asia Pacific Business, Global Marketing, and Human Resources Management. Educational design advisory and marking for engineering topics.

MAJOR PROJECT LEADER/MANAGEMENT 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. Oversight of site operations. Implemented issues management and public relations management. Reporting and advisory to the Lead Team and Board.

Thankyou for reviewing my cv. Please call me on 0490 324 006

cheers Pete Jeans