

DAVID LUMB

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resume

EXECUTIVE PROFILE

A proven leader within SME and multi-national corporations, offering expertise in mergers & acquisitions, business analysis, strategy, finance, operations and organisational behaviour. Focused on better business performance through developing and implementing successful growth strategies for individuals, teams or entire organisations. An effective lateral thinker able to quickly identify business performance opportunities and create processes for immediate improvement.

CAREER SUMMARY

2015 -	Managing Director Better Business Today
2013 - 2015	General Manager MAK Water (contract term following sale of Clearmake)
2009 - 2012	Qld Representative Reserve Bank of Australia Small Business Advisory Panel
2007 - 2013	Managing Director Clearmake
2004 - 2007	General Manager The Riviera Group
2004	Internal Growth Consultant and Project Manager Pacific Brands
2000 - 2004	Manager Deloitte Consulting (Strategy + Operations)
1996 - 2000	Senior Design Engineer BTR Automotive

INDUSTRY EXPERIENCE

- Water and wastewater treatment
- Marine products and services
- Consumer goods
- Pharmaceuticals
- Telecommunications
- Automotive

AWARDS

2010	Ernst and Young Cleantech Entrepreneur of the Year (northern region)
2009	Sunshine Coast Excellence in Business Award, Best Large Building / Manufacturing Business (Clearmake)
2008	Telstra Business Awards National Regional Business of the Year (Clearmake)
2007 - 2013	Queensland Business Review Top 400 (Clearmake)

PERSONAL ACHIEVEMENTS

- Member of the Australian Olympic Sailing Squad
- Competed in 8 World Sailing Championships
- Skipper within the Australian 18ft Skiff League

EDUCATION

- Master of Business Administration (Distinction Average)**
Australian Graduate School of Management
- Bachelor of Mechanical Engineering (Hons)**
University of Sydney

BUSINESS + MANAGEMENT SKILLS

- Mergers and acquisitions including due diligence, negotiations, merger and change management activities
- Cross functional team leadership in complex organisational environments
- Financial analysis and management
- Commercial and risk management
- Market analysis and segmentation
- Development and implementation of business unit and corporate strategy
- Business case development and validation
- Communication and public speaking
- Facilitation and presentation
- Business process development, reengineering and associated change management
- Business performance measurement

ENGINEERING SKILLS

- Product design, innovation and commercialisation
- Testing and evaluation programs
- Product commissioning and calibration
- Project management
- Cost reduction through design, sourcing and process improvements

VOLUNTEER ROLES

2015	Member Noosa Local Economic Plan Focus Group Established to assist with the development of a local economic strategy for Noosa.
2009 - 2012	Chairperson Water Working Group (EISC) Team within the Environmental Industries Sunshine Coast (EISC) group, focused on the growth and development of the water industry on the Sunshine Coast.
2007 - 2012	Member Environmental Industries Sunshine Coast (EISC) Environmental business and industry body convened by the Qld Dept. of Employment, Economic Development and Innovation.