Angus Rose
Growth Facilitator
Food and Agribusiness
SEQLD

**Background**
Possessing a unique blend of commercial, legal and government expertise, Angus is an advisor and mentor for businesses seeking real and sustainable improvement as they grow their operations.

**Industry Sector(s)**
Food and agribusiness.

**Skills**
Business strategy development and implementation, export market strategy, finance, law.

Anthony Holzwart
Growth Facilitator
All sectors
Brisbane

**Background**
Anthony has a 20 year track record in assisting small and medium businesses improve performance and realise their full potential. His approach is straightforward and practical – do what matters most and, wherever possible, avoid the mistakes of others.

**Industry Sector(s)**
Mining, oil, gas and energy resources, advanced manufacturing, food and agribusiness.

**Skills**
Strategy development, export market development, strategic selling, workforce planning, facilitation to support collaboration, SME advisory boards and mentoring programs.

Brad Prior
Growth Facilitator
Mining Equipment Technologies and Services/ OGER
Brisbane and SEQLD

**Background**
Prior to joining the Entrepreneurs’ Programme, Brad had a successful 25 year career in the Engineering sector, including roles as a Marketing Director, State Manager, Business Proprietor and Company Director.

**Industry Sector(s)**
Oil, gas and energy resources, enabling technologies.

**Skills**
Growth strategy, domestic and international marketing, business management, business development, exports, contract management, economic analysis, energy efficiency.
Graham Bell  
Growth Facilitator  
Advanced Manufacturing/Food and Agribusiness  
Townsville, Herbert and Surrounds, FNQ

**Background**  
Graham has extensive practical experience from owning and managing 11 businesses in a wide range of industries as well as consulting and training others for more than 30 years.

**Industry Sector(s)**  
Advanced manufacturing, food and agribusiness, enabling technologies.

**Skills**  
Acquisitions, mergers, financing, joint ventures, relocations, quality management systems and auditing, educational development, small business IT and e-commerce, international business.

Greg O’Connor  
Growth Facilitator  
Advanced Manufacturing  
Brisbane and SEQLD

**Background**  
Greg has been with the Entrepreneurs’ Programme for the last 10 years. In that time, he has worked with owners and senior managers of hundreds of SMEs to identify challenges facing their businesses and opportunities to improve them.

**Industry Sector(s)**  
Advanced manufacturing.

**Skills**  
Business economics, finance and taxation, qualitative and quantitative business analysis.

Guy Primrose  
Growth Facilitator  
Advanced Manufacturing  
SEQLD

**Background**  
Guy has previously held both executive and operational positions and gained extensive SME consulting experience over a period of more than 5 years with his own company. He is an innovative business leader who brings a fresh perspective to those he works with. Known for being both charismatic and approachable, Guy is an adept relationship builder readily able to identify and develop business and market opportunities.

**Industry Sector(s)**  
Advanced manufacturing.

**Skills**  
Business management and development, strategy, export, human resources, Industry 4.0.
Deloitte Team Bio | Growth Facilitators

**Ian Nearhos**
High Growth Facilitator
ICT, Digital and Professional Services
*Brisbane and SEQLD*

**Background**
Ian has broad commercial experience including senior roles across a number of high performing businesses. He has a strong track record of driving performance and growth through the delivery of practical business improvement initiatives resulting in increased growth, profitability and productivity.

**Industry Sector(s)**
Enabling technologies.

**Skills**
Discovery, evaluation and planning to introduce the appropriate strategy, resources and technology to achieve strategic and financial objectives. Stakeholder alignment and the delivery of strategic advice, oversight and accountability.

**Jeremy Barker**
Growth Facilitator
Medical Technologies and Pharmaceuticals
*SEQLD*

**Background**
Jeremy is an experienced, outcomes-oriented CEO and Board Director with entrepreneurial outlook and proven ability to create, build and run successful technology based businesses. He is a highly analytical decision-maker, with a proven record of increasing revenues and profit, business restructuring and turnarounds.

**Industry Sector(s)**
Medical technologies and pharmaceuticals.

**Skills**
In-depth understanding of the commercial application and value generation of emerging technologies in life sciences. Systems thinker with specialist governance, technology commercialisation, organisational development, risk and change management skills.

**Joe Ippolito**
Growth Facilitator
Advanced Manufacturing/Food and Agribusiness
*Toowoomba*

**Background**
Joe is a Chartered Accountant with experience across taxation, operations, marketing, as well as strategy and planning, who has worked closely with small and medium businesses across Australia as part of the Entrepreneurs’ Programme for 11 years.

**Industry Sector(s)**
Advanced manufacturing, food and agribusiness.

**Skills**
Supply chain, developing strategic business and marketing plans, implementing productivity and performance systems.
Deloitte Team Bio | Growth Facilitators

**Juli Forrest**  
Growth Facilitator  
Mining Equipment Technologies and Services  
*Brisbane*

**Background**  
Juli brings extensive corporate and leadership experience, specialising in marketing, client relationship practices and business development across the infrastructure sector.

**Industry Sector(s)**  
Mining equipment, technology and services.

**Skills**  
Governance and risk management, business development.

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**Leo Van Den Heuvel**  
Growth Facilitator  
Advanced Manufacturing  
*QLD*

**Background**  
Leo has over 35 years of experience in senior management roles with both Australian and international companies. These management roles have included production management, project management, sales management and general management.

**Industry Sector(s)**  
Advanced manufacturing, mining equipment, technology and services, oil, gas and energy resources.

**Skills**  
Production management, project management, sales management and general management (i.e. company turnarounds, change implementation).

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**Mark Goldsmith**  
Growth Facilitator  
Food and Agribusiness  
*QLD*

**Background**  
Mark has a thorough background of the domestic and international food industry, founded on real world experience from working for and with agribusinesses and food processes throughout his career developing and implementing strategies that have achieved success.

**Industry Sector(s)**  
Food and agribusiness.

**Skills**  
Strategic planning and implementation, food industry marketing, sales and distribution channel options, business system implementation and use, food manufacturing and supply chain operational excellence and management, food safety, quality management and innovation, financial management, analysis, reporting and planning.
Deloitte Team Bio | Growth Facilitators

**Neil Platt**  
Growth Facilitator  
Mining Equipment Technologies and Services  
*Mackay and Surrounds*  

**Background**  
Neil is a highly effective senior management professional with extensive experience in business management, human resource strategies, and integrated management systems over 25 years.  

**Industry Sector(s)**  
Oil, gas and energy resources, advanced manufacturing, enabling technologies.  

**Skills**  
Continuous improvement programs, project management, knowledge management, organisational development initiatives, and lean manufacturing.

**Nick Lehmann**  
Growth Facilitator  
All sectors  
*Townsville*  

**Background**  
Nick has extensive Management, Business and Finance experience with 30 years top management level experience fulfilling CEO or CFO roles, including Jardines, Aon and RBS group.  

**Industry Sector(s)**  
All sectors.  

**Skills**  
Business start-up, strategy and development, organisational structure, financial managements, corporate finance, fund management, financial strategy, project accounting, supply chain, risk management (ERM) and assurance and governance.

**Ramona Bullard**  
Growth Facilitator  
Food and Agribusiness  
*Brisbane*  

**Background**  
Ramona is a business mentor and management consultant, drawing on 25 years of diverse industry experience. Delivering business advisory services to over 230 businesses across business improvement, organisational change and business growth. Practical insight gained as a company director in construction, charity sectors for 10+ years, further enables positive change for SMEs.  

**Industry Sector(s)**  
All sectors – largely advanced manufacturing, food and agribusiness, mining equipment, technology and services, and enabling technologies.  

**Skills**  
Business improvement, (master auditor quality management systems), strategic planning, organisational development and HR, business education (start up to diploma), and communications.
Rod Murray
Growth Facilitator
Food and Agribusiness
Rockhampton, Gladstone and Surrounds

Background
Rod has extensive experience working with businesses in remote and regional Queensland and the NT offering business support and advice. Since 2010 he has been employed as a Growth Facilitator in Far North Queensland and more recently, in Central Queensland and the Wide Bay Burnett.

Industry Sector(s)
Food and agribusiness, advanced manufacturing, mining equipment, technology and services.

Skills
Extensive experience and formal qualifications in accounting, business management, IoT, corporate governance and risk assessment.
Alex Baker
General Facilitator
Strengthening Business
Ipswich

Background
Alex is an experienced CEO focused on commercialization & industrialization in the Australian technology innovation ecosystem. Having nearly 30 years’ experience in product/services R&D and commercialization, he has worked in consulting and executive roles in a range of organizations across start-up ventures to publicly listed companies.

Industry Sector(s)
Life science, industrial biotechnology, renewable chemicals and primary food production and processing.

Skills
Strategic planning, growth strategy, business pivots, business transformation.

Bianca Park
General Facilitator
Strengthening Business
Scenic Rim & Southern Downs

Background
Bianca (BJ) founded Raw Innovation pty limited 14 years ago, an Innovation Facilitation Agency dedicated to helping people and organisations GROW. She helps organisations develop a strong simple STRATEGY and innovative IDEAS that deliver successful outcomes. She is the most energising and engaging facilitator you’ll ever meet, obsessed bringing the best out of people.

Industry Sector(s)
All sectors.

Skills
Strategy, innovation, business turnaround.

Carli Homann
General Facilitator
Strengthening Business
Bundaberg, Gladstone & Fraser

Background
Carli is a business consultant with over 15 years’ experience in operations, profit and loss oversight, governance, process and transformation agendas, economic development, workforce development and strategic planning.

Industry Sector(s)
All sectors.

Skills
Quickly and effectively identifying relationships between issues, synthesize complex information and understand the key implications.
Craig Tunley  
General Facilitator  
Strengthening Business  
Goondiwindi, Balonne & Western Downs

**Background**  
Craig has over 20 years of experience working with businesses across regional QLD. Working across industries, Craig connects business with opportunity and has specialist skills in strategy, marketing, leadership, government and project management.

**Industry Sector(s)**  
All sectors.

**Skills**  
Data analysis, marketing, facilitation and business principles to inform actions supporting active communities.

Ed Andrew  
General Facilitator  
Strengthening Business  
Gympie

**Background**  
With over 20 years running his own businesses and 10 years providing business advisory to SMB’s Ed brings extensive multi-sector experience, locally and internationally. Ed has also held roles as CEO, Chairman and board advisor.

**Industry Sector(s)**  
Service industries, BPO, e-commerce, technology, manufacturing and retail, wellness, skills training.

**Skills**  
Grants, investment, strategy, metrics, sales and marketing, growth, culture, recruitment and retention. Operational and financial management.

Helen Black  
General Facilitator  
Strengthening Business  
Toowoomba

**Background**  
Helen has 25 years experience founding and growing SMEs within the commercial and social enterprise environments across multiple industries. The knowledge and experience she has gained has proved invaluable when mentoring and coaching other businesses along the way. She is passionate about understanding the opportunities and challenges of business owners in order to help them achieve positive business outcomes.

**Industry Sector(s)**  
Manufacturing, professional services, construction, industrial textiles, hospitality, education and training, digital industries, and the not-for-profit sector.

**Skills**  
Strategy development, business management, business resilience, client relationship management, marketing strategy, enhanced production, business research.
James Christie
General Facilitator
Strengthening Business
Logan

Background
James is an experienced Strategy & Operations professional, with nearly 20 years’ experience in transforming organisations across Australia, Asia and the Middle East. James has deep experience in service delivery design and social impact having provided strategic and specialist advice to a range of public, NFP and private sector organisations. James is passionate about translating ideas from his international consulting career with EY to Australian organisations seeking to drive change in their communities.

Industry Sector(s)
All sectors.

Skills
Service delivery, strategy & operations, consulting.

Liliana Montague
General Facilitator
Strengthening Business
Redlands

Background
Liliana has been the CEO of Brisbane and Gold Coast trader associations, an Executive Director for Local, State and Federal Government agencies, national marketing and business development roles for large not-for-profits including Endeavour Foundation and Catholic Education, and has lead Community Safety and Recovery Response for the Queensland Government.

Industry Sector(s)
State, local, and federal government, national marketing and business development in not-for-profits.

Skills
Business, marketing, corporate law, franchising, education, property manage, public engagement, music and more.

Lynne Wilbraham
General Facilitator
Strengthening Business
North & South Burnett, Cherbourg

Background
Lynne brings a wealth of business knowledge, passion and expertise to this role, gained through over 30 years’ experience in operating, working in and facilitating the establishment, growth and development of businesses in rural and regional Queensland. This experience is underpinned through formal qualifications in business, marketing and project management.

Industry Sector(s)
All sectors.

Skills
Strategic planning, business development, marketing, mentoring, industry cluster development, project management, export market development, entrepreneurship facilitation.
Deloitte Team Bio | Strengthening Business Facilitators

**Paul Misipeka**
General Facilitator
Strengthening Business
Moreton Bay

**Background**
Paul is an accomplished and talented small business expert with 20 years’ experience as a managing director and founder of a Queensland wide company, successfully delivering business-to-business solutions over a large geographical area.

**Industry Sector(s)**
Multi-sector experience in food and agribusiness, telecommunication and local government planning and development.

**Skills**
Business continuity, business improvement, strategy development and implementation, new venture start-ups, business educator.

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**Renae Berry**
General Facilitator
Strengthening Business
Lockyer Valley & Somerset

**Background**
Renae brings extensive business experience across a wide range of industries from recent years consulting in complex strategy and engagement across remote and regional cities. Prior to that, CEO of a multi-site manufacturing business provided her with practical insight and real-world experience in lean manufacturing processes and productivity.

**Industry Sector(s)**
Manufacturing, large corporate, and medium businesses.

**Skills**
Omni-channel marketing, strategy, planning & scaling, identifying and developing market opportunities.

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**Steve Telburn**
General Facilitator
Strengthening Business
Noosa & Sunshine Coast

**Background**
Steve is an experienced CEO and Board Director. After a rollercoaster ride as the CEO of international technology companies, Steve moved to the Sunshine Coast with his young family in 2011. Steve has provided operational leadership and consulting advice to small and mid-market organisations in a wide range of business scenarios, including start-up, turnaround, exit and business transformation.

**Industry Sector(s)**
All sectors.

**Skills**
Operational leadership, business turnaround, exit and business transformation.
Deloitte Team Bio | Strengthening Business Facilitators

Tom Haupt
General Facilitator
Strengthening Business
Brisbane

**Background**
Tom is a results-oriented consultant and mentor with over 40 years experience as a business owner and executive across a wide range of SMEs both in the U.S and Australia. Additionally, Tom has been an international leadership facilitator and trainer for more than 17 years in 13 countries working with more than 8,000 people.

**Industry Sector(s)**
All sectors

**Skills**
Business development, sales and marketing, sales and account management, customer service, communication, inventory control planning, warehousing and distribution, change management, educational development, leadership training.

Triona Maddick
General Facilitator
Strengthening Business
Gold Coast

**Background**
Triona Maddick is a strategic business, brand, communications and partnerships specialist, currently based on the Gold Coast in QLD. She takes an entrepreneurial and hands-on approach to working proactively with stakeholders across a number of functions and industries, and focuses on identifying sustainable opportunities for continuous, improved business performance.

**Industry Sector(s)**
All sectors.

**Skills**
Business strategy, marketing campaigns, online/ offline partnerships, large scale activations.
Antonella Lopez  
Digital Solutions Specialist  
Strengthening Business  
NSW

**Background**  
Antonella has 20 years experience across providing innovative digital solutions to businesses in a variety of industries. She is passionate about building solutions that are co-designed across business streams, to support transformation and development.

**Industry Sector(s)**  
Enabling technologies.

**Skills**  
Agile and lean methodologies, strategy implementation, continuous improvement and portfolio performance frameworks, communication.

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Martin Read  
Digital Solutions Specialist  
Strengthening Business  
SA

**Background**  
Martin was most recently the national digital transformation lead for the Federal government's Small Business Digital Champions project, helping 100 SMBs become digital rock stars. Previously, he had a 20-year career at Deloitte Consulting, and was one of the founding partners of Deloitte Digital.

**Industry Sector(s)**  
Enabling technologies.

**Skills**  
Digital solutions across the small and medium business segment.

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Sharyn Lowe  
Specialist Facilitator  
Digital Solutions Specialist,  
Strengthening Business  
National

**Background**  
Sharyn Lowe is an influential marketing and digital specialist with over 30 years consulting to some of Australia’s best-known companies. Sharyn is the owner and operator of high profile and successful marketing business for over 25 years. She is a well-connected thought leader in digital solutions and has advised businesses both large and small transform and adapt to new digital opportunities.

**Industry Sector(s)**  
All sectors.

**Skills**  
Digital marketing, social media and business strategy.
Cinnamon Pollard
Digital Solutions Specialist
Strengthening Business
Gold Coast to Northern Rivers

**Background**
Taking a human-centred design approach, Cinnamon is committed to helping businesses harness the power of digital to deliver exceptional impact, business value and customer experiences. A certified agile leader with 20+ years online, mobile & emerging technology experience, Cinnamon has worked with some of Australia’s largest companies and most innovative start-ups.

**Industry Sector(s)**
Mobile & emerging technology.

**Skills**
Agile methodologies, CX & digital strategies, experience designs, innovation, capability uplift and service design.

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Michael Twomey
Digital Solutions Specialist
Strengthening Business
Brisbane, Gold Coast, Noosa

**Background**
Michael is an ambitious professional with a passion for product management, business and corporate development across SME to Enterprise web technologies.

**Industry Sector(s)**
All Sectors.

**Skills**
Web1-Web3 businesses across consumer offerings, digital channels, process automation, NFT/DEFI, data science and governance.

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Sonya Keenan
Specialist Facilitator
Digital Solutions Specialist,
Strengthening Business
Brisbane, Gold Coast, Noosa

**Background**
Sonya’s passion is helping business owners to understand how they can capitalise on the opportunity of the digital revolution - think global act local. Having spent the first 20 years of my career working in senior sales and marketing roles for corporations like Mirvac, Lend Lease & APN News & Media I developed a strong understanding of what is possible when a company’s pockets are deep. At the same time I also learnt that it takes the passion of a leader to deliver the results.

**Industry Sector(s)**
All sectors.

**Skills**
Digital marketing and sales.
Elaine Stead  
Specialist Facilitator  
Technology  
National

**Background**
Elaine is a scientist, turned entrepreneur, turned venture capitalist, who has never really completely shed any of these roles. She believes deeply in taking a human approach to extract the best out of people, technology and our emerging industries.

**Industry Sector(s)**
Enabling technologies.

**Skills**
Entrepreneurship and start-ups, venture capital, investment.

George Pofandt  
Specialist Facilitator  
Technology  
National

**Background**
George has been assisting small and medium Australian enterprises for more than 10 years across a variety of sectors. He specialises in helping businesses understand and adopt leading-edge manufacturing technology and overcome technical barriers, enabling them to transition to high growth firms.

**Industry Sector(s)**
Advanced manufacturing, enabling technologies.

**Skills**
Automation, Industry 4.0, software systems, manufacturing equipment

Daniel Gronowski  
Specialist Facilitator  
Technology  
National

**Background**
Daniel is an expert at understanding how businesses can exploit emerging technologies. He has 15+ years experience developing commercialisation strategies for disruptive technologies including solar energy, VR/AR, 3D printing and nanotechnology. Joining the program in 2018, Daniel has helped 50+ businesses automate, reduce energy bills or waste and consider new product opportunities.

**Industry Sector(s)**
Enabling technologies, advanced manufacturing, oil, gas and energy resources.

**Skills**
Understanding an assessing new technologies and business opportunities, physical sciences, advanced manufacturing, commercialisation and innovation strategy.
Paul Mason
Specialist Facilitator
Technology
National

Background
Paul brings deep engineering experience that supports SMEs with innovative product development and smart manufacturing, and to implement Industry 4.0 enabling technologies such as robotics and automation, AR, AI and data analytics.

Industry Sector(s)
Advanced manufacturing, food and agribusiness, enabling technologies.

Skills
Technical research, systems design, technology scoping, smart manufacturing, hardware/software/mechanical engineering, prototyping and validation, business collaboration.
Deloitte Team Bio | b.Design  Specialist Facilitators

David Schloeffel  
Specialist Facilitator  
Design  
National

**Background**
David is an experienced business professional passionate about helping Australian SMEs grow and optimise their success through a design centred approach to business strategy, user/customer centricity, brand, and innovation.

**Industry Sector(s)**
Enabling technologies, food and agribusiness, advanced manufacturing.

**Skills**
Design thinking, high-level business strategy development, business leadership, customer/user centred business approach, brand strategy development, general SME business improvement.

Clare Treston  
Specialist Facilitator  
Growth and Design  
National

**Background**
Clare loves combining creativity with strategy to identify business growth opportunities. In her career, she led brand and marketing strategy in senior roles in B2C and B2B tech companies, and also co-founded and ran a creative communications agency.

**Industry Sector(s)**
All sectors.

**Skills**
Brand and marketing strategy, design thinking, digital marketing, creativity, differentiation.

Leanne Farnworth  
Specialist Facilitator  
Digital Business Transformation/ Design  
National

**Background**
Leanne is a specialist advisor, awarded creative leader, business owner, group Facilitator and educator, who brings together high-level leadership and project management skills, exceptional people and collaboration skills and the ability to solve commercial business problems creatively.

**Industry Sector(s)**
ICT, digital and professional services specialising in design thinking and integration.

**Skills**
Design thinking, human centred design, brand strategy, business modelling, value proposition canvas, business management and leadership.
Sonya Henderson-Edbrooke  
Specialist Facilitator  
Design  
National

**Background**  
Through facilitated workshops and mentoring, Sonya works with business owners and leadership teams to help them develop the skills, tools and confidence to work more closely with customers by understanding design-thinking and customer-centricity, and by completing and implementing uPAT framework.

**Industry Sector(s)**  
All sectors.

**Skills**  
Design thinking, customer-led innovation, insights gathering and analysis, facilitation of uPAT methodology and service design.

Tanja Hall  
Specialist Facilitator  
Design  
National

**Background**  
Tanja is a specialist advisor, business owner, design profession leader, mentor and Facilitator who brings a unique perspective to business challenges through design thinking, collaboration, customer centricity and empathy.

**Industry Sector(s)**  
ICT, digital and professional services specialising in design thinking and integration.

**Skills**  
Design thinking, human centred design, service design, brand strategy and design, business modelling, value proposition, business management and leadership.
Tony Shannon
Specialist Facilitator
Digital Business Transformation
National

Background
Tony is a specialist with experience in strategy development, creating and exploiting intellectual property, business model innovation and transformation, and in using technology (ecommerce, platforms and marketplaces, algorithms) to develop new businesses and business models.

Industry Sector(s)
All sectors.

Skills
Business model creation, business model transformation, strategy development, commercialising products/services and business models, general business consulting, strategic content development, client management.

Rob Olver
Specialist Facilitator
Digital Business Transformation
National

Background
Rob is digital business specialist with three decades of experience online. He cut his teeth in software and technology launching and managing the Microsoft brand in Australia as their agency partner. He specialises in the commercialisation of disruptive products, services, and business models. And works with established businesses, start-ups, and scale-ups.

Industry Sector(s)
All sectors.

Skills
Digital innovation and business strategy. Digital platforms, products, services, and business model design. Brands, UX and data driven marketing platforms.
Deloitte Team Bio | Digital Solutions Advisory Specialist Facilitators

**Jeff Grigg**  
Specialist Facilitator  
Digital Solutions  
National

**Background**  
With decades of business IT consulting experience, Jeff uses his deep cross-industry knowledge to recommend suitable software solutions that improve the business’s processes and deliver value.

**Industry Sector(s)**  
Enabling technologies, advanced manufacturing.

**Skills**  
Deep software product domain knowledge across many industries and roles implementing software aimed at SME businesses right through to enterprise systems suitable for corporate clients.

**Neil Clarke**  
Specialist Facilitator  
Digital Solutions  
National

**Background**  
Neil is an ICT professional with a deep understanding of commercial software solutions, application to business requirements and software development across a range of industries. Having been a business owner and director, Neil offers experience in business management and establishes excellent rapport with clients.

**Industry Sector(s)**  
ICT – specialist in ERP, CRM and other COTS packages.

**Skills**  
Software package selection processes, software development, implementation strategy, project management, cyber security, ICT management.

**Richard Penman**  
Specialist Facilitator  
Digital Solutions  
National

**Background**  
Richard is a Digital Business Specialist and Technology optimist who champions digital opportunities for Australian Businesses. With 20 years experience in technology, including over a decade in senior Digital leadership roles, he has guided some 600+ businesses on their digital adoption journeys.

**Industry Sector(s)**  
Enabling technologies and ICT.

**Skills**  
Digital strategy and business analysis, enterprise architecture, digital management and solutions, cyber security and digital mentoring.
Deloitte Team Bio | Digital Solutions Advisory Specialist Facilitators

Susan Su
Specialist Facilitator
Digital Solutions
National

**Background**
Susan has a decade of experience building online service-based and ecommerce businesses. She specialises in streamlining user experience and automating workflow with modern cloud based digital solutions.

**Industry Sector(s)**
Professional services – specialist in online businesses, CRM and marketing automation.

**Skills**
Digital strategy and business analysis, requirements gathering, software selection processes, implementation strategy, project management, user experience.

Emily Rich
Specialist Facilitator
Digital Solutions
National

**Background**
Emily Rich is a former founder, investor, director, advisor, and technology executive with deep experience and domain knowledge of both Australasian and global markets. Her passion is helping business owners to build a sustainable competitive advantage and to successfully navigate the complexity of digital choice and opportunity, so they can achieve their ambitious goals.

**Industry Sector(s)**
All Sectors.

**Skills**
Digital solutions, competitive and growth strategy, business model transformation, sales and marketing, stakeholder communication, building scale and sustainable profitability.
Charmian Campbell
Strengthening Northern Australian Businesses
Business Facilitator
Cairns & Townsville

Background
Coming from a background in her own business before going on to become a Business Coach, over twelve years she has worked with business owners and management in a personalised one on one capacity to build long term resilience, support innovation and expand market share.

Industry Sector(s)
Most recently she has worked alongside Far North Queensland local industry leaders, businesses, community groups, Local, State and Federal government stakeholders in her efforts to improve the region through economic development.

Skills
An accomplished facilitator and keynote speaker she has honed her communication skills to brighten the basic and simplify the complex.

Tanya Webber
Strengthening Northern Australian Businesses
Business Facilitator
Rockhampton & Gladstone

Background
Tanya Webber is an experienced Director and Leader with a demonstrated history of working with Small to Medium Enterprises (SME’s) in both a State and Federal Government capacity across regional and remote Australia.

Industry Sector(s)
All Sectors.

Skills
Skilled in business planning and stakeholder management, Tanya has a genuine interest in assisting SME’s become more innovative and to assist them to reach their full potential to help drive economic outcomes for the Central Queensland region.

Viane Watson
Strengthening Northern Australian Businesses
Business Facilitator
Mount Isa

Background
Viane has a diverse professional background that includes experience in local government, community health, bodies corporate (Strata Industry) education, business development, construction, Indigenous Corporations and the building inspection industries. He has several years of experience in developing and running his own businesses in New Zealand and most recently consulting small business in Mount Isa.

Industry Sector(s)
All sectors.

Skills
Risk management, customer relations, marketing, business growth and diversity.
Tanya Egerton
Strengthening Northern Australian Businesses
Business Facilitator
Mackay & Townsville

Background
Tanya is an experienced consultant with over 20 years of experience working with progressive and forward-thinking organisations of all sizes. She has worked extensively with start-ups, SMEs, Indigenous enterprises, industry, and government within regional and remote northern Australia.

Industry Sector(s)
All Sectors.

Skills
Enterprise development, strategic planning, entrepreneurial capacity building, marketing and communications, design thinking and human-centred design, and community engagement.
Deloitte Team Bio | SNAB Digital Specialists

Matt McKinley
Strengthening Northern Australian Businesses
Digital Specialist
National

**Background**
With over 35 years in business founding and growth, Matt has developed and built systems that drove value in the pre-Internet era through to today’s cloud based interconnected pool of tools. Based in Cairns since 1992, Matt has evolved businesses that include tour operation, resorts, publishing, digital systems, and process development and four business from foundation to profitability.

**Industry Sector(s)**
All sectors.

**Skills**
Digital Innovation/solutions and Business Investment Growth, digital systems and process development.

Kate Fabian
Strengthening Northern Australian Businesses
Digital Specialist
National

**Background**
Kate is a Cairns-based professional with over 10 years’ experience in the digital technology industry. Kate gained her experience with several global software organisations, working across senior roles in sales and professional services in the technology adoption space. She has managed many successful software implementation projects throughout Australia and New Zealand, working at all levels from small businesses, through to large enterprise and government.

**Industry Sector(s)**
All Sectors.

**Skills**
Digital solutions/technology, competitive and growth strategy, software implementation

Matt Steine
Strengthening Northern Australian Businesses
Digital Specialist
National

**Background**
Matt has 15+ years experience at the forefront of technology and business model innovation across emerging and developed markets. Having worked across multi-nationals and start-up’s, his ability to understand the business drivers for technology adoption enables him to support businesses with their technology driven growth.

**Industry Sector(s)**
All Sectors.

**Skills**
Digital solutions/technology, business model innovation, competitive and growth strategy.