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.
Christie Davidson  
Growth Facilitator  
All sectors  
Brisbane

**Background**  
Christie is a proven strategist who successfully built and operated a global trade publishing and marketing company from Hong Kong. With exemplar strategic export engagements spanning multiple industry sectors globally, Christie has extensive stakeholder and project management expertise.

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

**Skills**  
Strategic planning, stakeholder engagement, project management, GRIT, export strategy, supplier development and communication.

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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.

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Greg O’Connor  
Growth Facilitator  
Advanced Manufacturing  
Brisbane and SEQLD

**Background**  
Greg has been a Business Adviser 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.

Ian Nearhos
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.

Jayne Gray
Growth Facilitator
All sectors
Cairns and Surrounds, Atherton Tablelands, FNQ

**Background**
With more than 30 years’ experience in business and project management, Jayne works with regional businesses to deliver business analysis and facilitation, and assists firms to identify areas for further development, improvement and sustainable growth.

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

**Skills**
Business management, strategic planning, market communications, competitor analysis and continuous improvement strategies.
Deloitte Team Bio’s | Growth Facilitators

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 Accounting 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.

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.
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).

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.

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.
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.
Deloitte Team Bio’s | Specialist Facilitators

Anneliese Urquhart  
Digital Solutions Specialist  
Strengthening Business  
VIC  

**Background**  
Anneliese is a people centric leader and customer and growth ICT specialist who has significant experience advising small and medium businesses, including most recently as Global Customer Acquisition Director of Xero.  

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

**Skills**  
Growth strategies for globalisation and scale, large-scale program management, digital product management, SAAS, design-led thinking, agile.

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.

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.
Deloitte Team Bio’s | Specialist Facilitators

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.

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.

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.
Deloitte Team Bio’s | Specialist Facilitators

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

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.

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.
Deloitte Team Bio’s | Specialist Facilitators

**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.

**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.

**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’s | Specialist Facilitators

**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.

**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.

**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.
Deloitte Team Bio’s | Specialist Facilitators

**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.