
STEWART TUCKER

Mobile Phone Number ♦ Email Address

Senior Manager
Strategist with Flair ♦ Superb Analytical Skills
Exceptional Academic Credentials in Economics

AREAS OF EXPERTISE

- Devising, formulating & implementing ground breaking business strategies
- Economic policy incorporating research, analysis & investigation
- E-commerce & internet based business strategies
- Financial services sector management

CAREER SNAPSHOT

Senior Manager

Name of Bank (since March 20xx)

- Business Development & Alliances since January 20xx
- E-Commerce Strategy December 20xx – December 20xx
- Online Transactional Services Upgrade Project June 20xx – April 20xx
- Transactional Services Strategy January 20xx – June 20xx

Project Leader

Bank Fees Inquiry, Prices Surveillance Authority (January – December 19xx)

Project Leader

Port Privatisation Project, Treasury Department (March 19xx – December 19xx)

Business Development Manager

Name of Company (January 19xx – December 19xx)

Leading international telecommunications company.

Director

Department of Industry (March 19xx – January 19xx)

- Industry Programs June 19xx – January 19xx
- Industry Policy March 19xx – May 19xx

KEY ACHIEVEMENTS

Business Strategy

- Established equity based strategic alliances with leading e-commerce company's for the XXX Bank's e-Commerce Division:
 - assessed the opportunities and negotiated the agreements
 - managed the due diligence process, oversaw the resolution of and management ongoing corporate governance issues
 - made important contributions to and assessed business plans and proposed initiatives
 - forged strong relationships to facilitate business success.
 - As a major contributor to the XXX Bank's e-Commerce Business Strategy:
 - devised and formulated the strategic direction and business plan and determined its position within the e-commerce arena
 - the bank became the industry leader in the provision of online services for its key customer segments
 - Established the foundations of the XXX Bank's web based services:
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- developed the company's online transactional services strategy, business case and financial models
 - managed the implementation of the initial project
 - managed stakeholder and vendor relationships
- Formulated and implemented strategies to capture opportunities for a leading international telecommunications company to secure carrier licences in Malaysia and Indonesia
 - undertook the research and analysis, developed the business case and presentations and compiled the bid documents
 - forged relationships and negotiated with potential partners

Economic Policy

- Led the investigation of the feasibility and benefits of privatising government-owned ports
 - developed the financial models to value the assets
 - formulated and conducted a public and consultation and communications strategy
 - negotiated with port owners and unions
- Devised and implemented a program of non-financial government assistance for industry
 - led the transition from grant-based assistance to non-financial assistance
- Advised the State Government on a broad range of industry policy issues and coordinated the Government's participation on the Manufacturing Industry Council and other forums
- Developed a key strategy document with unions, employers and government agencies for the development of the textile, footwear and clothing industry nationally

CAREER PROGRESSION

Senior Manager

Name of Bank (since March 20xx)

The role has evolved as technological developments have enabled the company to penetrate deeper into internet based product delivery strategies. With accountability for formulating, assessing and implementing business models to enable the company to achieve its objectives to:

- Establish strategic equity based alliances with targeted e-commerce companies to expand functionality and more effectively and economically distribute the bank's products and services.
 - Become the industry leader in the provision of online products and services.
 - Enter and expand the market for online transactional services, build a customer base on an internet platform and establish the company's web credentials.
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Project Leader

Bank Fees Inquiry, Prices Surveillance Authority (19xx)

As Team Leader of the largest enquiry undertaken by the Authority, the role included analysis and investigation, strategy formulation, content development and drafting, editorial control, consultation with industry and other parties and project management.

Project Leader

Port Privatisation Project, Treasury Department (19xx – 19xx)

Led a team which developed and implemented the strategy for the State Government's port reform agenda. Included extensive consultation with port management and unions, managing a comprehensive public consultation process and reporting to a Cabinet sub-committee.

Business Development Manager
Leading International Telco (19xx – 19xx)

Identified and progressed opportunities for carrier licences in Malaysia and Indonesia. Conducted market research, assessed the key participants, developed the business plan and sophisticated financial models, prepared the major bid documentation, formulated the bid strategies, negotiated with and presented to target partners and regulators and conducted due diligence.

————— IT PROFICIENCY —————

Word, Excel, Access, PowerPoint, Outlook, Visio.

———— TERTIARY EDUCATION & TRAINING ————

Master of Economics
Monash University (completed in 1989)

Bachelor of Economics (First Class Honours)
Monash University (completed in 1987)

Training & Professional Development

- Course Name, Provider (year undertaken)
- Course Name, Provider (year undertaken)
- Course Name, Provider (year undertaken)

————— REFEREES —————

Name
Position, Organisation
Mobile / Email

Name
Position, Organisation
Mobile / Email

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Position, Organisation
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