

# Resume

## Contact Details

**Name:** Stewart Tucker

**Address:**

**Phone:**

**Mobile:**

**Email Address:**

## Education/Qualifications

**Institution:** Monash University

**City/Country:** Melbourne, Australia

**Qualifications:** Master of Economics

**Completed:** 1982

**Institution:** Monash University

**City/Country:** Melbourne, Australia

**Qualifications:** Bachelor of Economics (Honours - First Class)

**Completed:** 1977

## Employment History

[Company]

**Start Date:** Oct 1995

**End Date:** Currently Employed

**Position/Title:** Senior Manager - various positions

**Responsibilities/**

**Achievements:** 1/99 - Present: Snr. Mgr, Business Development and Alliances

- Identify, assess, negotiate and effect equity based strategic alliances for anz.com
- Direct due diligence and external advisers
- Develop strategies for alliance directions

7/98 - 1/99: Snr Mgr, E-Commerce Strategy

- Develop strategies for Direct Distribution
- Build financial model linking targets and KPIs

6/96 - 6/98: Snr Mgr, [online transactional services]

- Develop strategy for online transactions
- Develop business case and detailed financial model

- Make senior presentations
- Effect pilot project implementation
- Take business project management responsibility
- Manage contracts.

10/95- 5/96: Snr Mgr, [transactional strategy]

- Develop strategy addressing requirements of multiple stakeholders

### PRICES SURVEILLANCE AUTHORITY

**Start Date:** Apr 1995

**End Date:** Oct 1995

**Position/Title:** Team Leader, Bank Fees Inquiry

**Responsibilities/**

**Achievements:**

- Take lead responsibility for the largest inquiry undertaken by the PSA
- Successfully deliver report
- Take major intellectual and editorial responsibility for content of report.

### TREASURY DEPARTMENT

**Start Date:** Mar 1994

**End Date:** Apr 1995

**Position/Title:** Team Leader, Port Privatisation Unit

**Responsibilities/**

**Achievements:**

- Develop strategies and implementation plans to effect Governments port reform agenda
- Build business models
- Make senior level presentations
- Negotiate with port operators and unions
- Make public presentations

### LEADING INTERNATIONAL TELCO

**Start Date:** May 1992

**End Date:** Mar 1994

**Position/Title:** Business Development Manager, SE Asia

**Responsibilities/**

**Achievements:**

- Develop market entry business cases and strategies for Malaysia and Indonesia
- Build financial models

- Manage major submission processes and content.
- Negotiate with target businesses
- Make presentations

#### DEPARTMENT OF INDUSTRY

**Start Date:** Jun 1989  
**End Date:** Apr 1992  
**Position/Title:** Project Director - Industry Programs

**Responsibilities/**

**Achievements:**

- Direct and manage major industry assistance program, including grants budget and staff of 40
- Implement non-financial assistance initiatives

#### DEPARTMENT OF INDUSTRY

**Start Date:** Sep 1987  
**End Date:** Jun 1998  
**Position/Title:** Project Director, Industry Policy

**Responsibilities/**

**Achievements:**

- Provide policy analysis and advice to Department Head and Minister
- Direct policy group of 10
- Coordinate government activity on Manufactory Advisory Council
- Implement project tracking and evaluation systems

### Skill Summary

**Non Technical Skills:** Strategy development and conceptual skills, analytical skills, excellent written and oral communications, contract negotiation and management, flexibility and adaptability.

**Computer Skills:** MS Excel; Advanced  
 MS Powerpoint; Advanced  
 MS Project; Beginner  
 MS Word; Advanced

### Awards

Prize for top Accounting results, first year university 74,  
 Fulbright scholarship (not taken) 82,  
 C J Latrobe Scholarship 87,  
 Top Vic results SIA Grad Dip unit: 'Analysing Financial Statements'; 95