



September CIDN

The CIDN Magazine

"Where the construction industry meets."

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www.cidn.com.au

(07) 3217 1940



Marcus Aurelius, Meditations

Waking up.

"When you wake up in the morning, tell yourself: the people I deal with today will be meddling, ungrateful, arrogant, dishonest, jealous and surly. They are like this because they can't tell good from evil. But I have seen the beauty of good, and the ugliness of evil, and have recognized that the wrongdoer has a nature related to my own - not of the same blood and birth, but the same mind, and possessing a share of the divine. And so none of them can hurt me. No one can implicate me in ugliness. Nor can I feel angry at my relative, or hate him. We were born to work together like feet, hands and eyes, like the two rows of teeth, upper and lower. To obstruct each other is unnatural. To feel anger at someone, to turn your back on him: these are unnatural."



Full Name **Mr. Sunil Abraham**

Company Syncwise

Job Title Senior System engineer

Bio Delivers Cost Effective + Creative Solutions to Engineering Problems + Drives Productivity A self-driven Electrical Engineer with tertiary qualifications in Electrical & Electronics Engineering and Permanent Australian Resident with 6+ years' experience managing major end-to-end electrical construction projects, electrical maintenance and power & utilities operations within the Oil & Gas industry. Also experienced as Online Business Manager in developing and growing an e-commerce start-up venture for Pharma Deal Pharmacy, Melbourne. A Professional Member of Engineers Australia. A pro-active, articulate and intelligent individual who can embrace new challenges and work well in a team environment. A highly enthusiastic, organized and confident leader who enjoys developing, communicating and sharing ideas. Possess a proven record of accomplishment in the safe operation and maintenance of high voltage distribution systems including circuit breakers, distribution transformers, and overhead power lines. Possess well-developed communication skills and a successful history of leadership and engagement in service delivery. Highly experienced in the coordination of maintenance team and negotiation of issues and prioritization of workload with the team members.

Unblemished safety record maintaining 100% safety compliance. Possess the ability to work in and make contribution to a team environment, highly developed problem solving, reasoning and judgment skills. Also possess an understanding of Health & Safety Policies, including demonstrated ability to take individual responsibility to solve health and safety issues. Currently working as Senior System Engineer at SyncWise Smart Building Solutions where I am involved in Business Development and System Design & Integration.

Services

Interested
in meeting

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Full Name **Mr. Scott Anderson**

Company Fyre Pro Aus Pty Ltd

Job Title Managing Director

Bio

Services

Interested
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Full Name **Mr. Seth Atkinson**

Company Laser Electrical North Lakes

Job Title Director

Bio With endlessly rising power prices, there's never been a better time to save power (& money) in your business. This is especially true as most Australian energy companies now charge businesses for unused wasted power, hurting your bottom line further. Add to that an increasingly environmentally-aware consumer base, & it's clear saving power makes good business sense in more ways than one. But where should you start? As an electrician & owner of Laser Electrical North Lakes, I advise QLD business owners & decision makers like you on the best energy saving solutions for your business premises. Because every premises uses energy differently, I customise my advice to your needs, location & situation. Generally speaking, I recommend some of the following cutting-edge, affordable & intelligent solutions to save power (& money) in your business: ► power factor correction ► efficient lighting ► smart automation. Power factor correction minimises your wasted power, ensuring you don't pay unnecessary \$\$\$ for electricity you don't even use. It can be applied to your entire premises, certain areas or particular equipment, & can reduce your electricity costs by up to 40%. Lighting often accounts for a HUGE share of energy use, so replacing traditional energy-hungry lights with efficient LED ones can substantially lower your power bills. These lights often come with a 7 year warranty, saving you added \$\$\$ on maintenance & replacement. Smart automation is an exciting & constantly evolving area that can save your business big \$\$\$\$. From automated lighting control to smart heating & everything in between, there are many options that may be suitable for your premises. If you want to discover the most appropriate energy (& money) saving solutions for your business, we need to talk. Call me now on 1300 922 883 for an obligation-free consultation & discussion about your needs. You can also send me a LinkedIn message. I look forward to helping you save power (& money) in your business!

Services

Interested
in meeting

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Full Name **Mr. Roy Baharal**
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Full Name **Dr. Rania Bayeh**
Company Cadgroup
Job Title Business Development Manager
Bio
Enabling the future with technology and education is what I am all about !!! I am an experienced Business Development Professional with a demonstrated history of working in project management and technology adoption. My skills and interest lie mainly in refining businesses performance and processes by identifying challenges and engineering solutions to improve operating practices and adopt new technology... My doctoral studies in Multilingual Speech Recognition from Telecom-ParisTech have provided me with a very strong analytical and technical development background which I love to share in various mentoring programs. I have been very fortunate to be involved in a wide range of projects in the medical, social and construction industries with public and private sector as well as research institutes and I am very excited about what the future holds! If you believe we can collaborate together and would like to develop a business connection with me, please don't hesitate to drop me a note!
Services
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Full Name **Ms. Daniella Benton**

Company Aurora Marketing

Job Title Business Development Manager

Bio Efficiency, approachability and integrity are core traits that make Daniella an asset to Aurora Marketing and Childhood Australia. Daniella focuses her skills on forming excellent client relationships through consultative business development. She loves to learn about each client's business, forming an understanding that enables her to offer the perfect solution for their needs. At Aurora Marketing, Daniella specialises in small-to-medium businesses across a variety of sectors, helping them to achieve the best possible outcome in their submissions and proposals. Daniella also manages Childhood Australia's educational programs, benefiting from her experience coordinating training in parenting programs for practitioners, professionals, government and non-government organisations internationally.

Services

Interested
in meeting

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Full Name **Mr. Kevin Bursnall**

Company Car Park Shed

Job Title Sales Marketing Manager

Bio

Services

Interested
in meeting

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Full Name **Mr. Joel Callaghan**

Company Nettletontribe

Job Title Architect

Bio

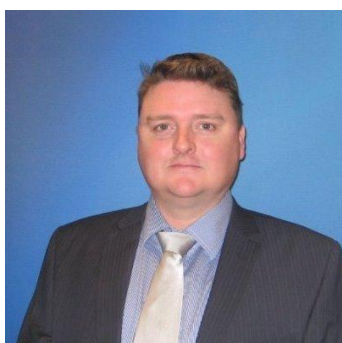
Services

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Full Name **Mr. Steven Cantrill**

Company KPMG Australia

Job Title Tax Manager

Bio I am a Tax Manager with KPMG Australia, specifically KPMG's Enterprise practice. Our Enterprise clients comprise a broad range of companies, superannuation funds, not-for-profit entities and high net worth individuals, across a variety of industries. We work closely with business owners, boards and management through the full range of compliance services (including accounting, internal and external audit, taxation, and superannuation), while bringing the breadth of KPMG's advisory expertise to benefit of our clients as required (including accounting advisory, direct and indirect taxation advisory, transaction due diligence and advisory, business and strategic planning, family-business governance and advisory, valuation, information technology advisory, and forensic). My focus is on providing high quality, value for money, taxation advisory advice and services to Enterprise clients. I have assisted numerous clients, both corporate groups and individuals, across all stages of startup, growth, strengthening and transitioning of business. I have successfully represented clients in interactions with the ATO, drawing upon my insider experience to deliver superior results in tight timeframes.

Services

Interested
in meeting

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Full Name **Mr. Murray Daniel**
Company Vincents
Job Title Supervisor
Bio Murray Daniel is a Supervisor in the Insolvency and Reconstruction Division of Vincents. Vincents is a multi-disciplinary accounting firm of highly specialised experts providing services in Forensic Services, Forensic IT services, Financial Advisory, Corporate Advisory, Business Advisory, Audit and Assurance and Insolvency and Reconstruction. We service the eastern seaboard of Australia from our offices in Brisbane, Gold Coast, Sydney, Canberra, Melbourne and Adelaide. Our array of service offerings enables us to assist clients with gaining valuable insight and take control of their business decisions to achieve the best possible result. Our specialists have a vast amount of specialised knowledge and experience across a number of industries including the building and construction industry. Vincents have been a finalist in the Client Choice awards which attribute to our commitment to helping our clients achieve better results whether it be increased bottom line or making the best business decisions in difficult situations.
Services Insolvency & Reconstruction, Forensic Services, Forensic IT, Tax, Business Advisory, Audit & Assurance and Superannuation.
Interested in meeting Lawyers, Company Directors, Business Owners, Credit Managers, Accountants, Management
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Full Name **Mr. Leonardo Di Pinto**

Company McGrath

Job Title Real Estate Agent

Bio An energetic and driven licensed sales agent, Leonardo Di Pinto enjoys helping people realise their property dreams. He considers his willingness to assist clients achieve rewarding results one of his finest attributes. Understanding today's lifestyle demands, he's committed to making himself available to his clientele on a 24/7 basis, to provide unparalleled customer service. Previously involved in multi-million dollar developments, Leonardo now turns his attention to furthering his experience under the mentorship of Sharon Wilson. Prior to emigrating from Italy to Brisbane in 2013, Leonardo was a transport logistics director. Always ready with a smile, Leonardo places his clients at ease. For honest appraisals, and trustworthy advice regarding your investments, Leonardo is the person to call.

Services Real Estate sales, and appraisals

Interested in meeting Meeting referral sources for Real Estate service. Builders, owners and facility manager who would be interested in Selling or appraisals.

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Full Name **Miss. Lily Doolin**

Company KPMG

Job Title Senior Adviser

Bio Experienced Senior Advisor with a demonstrated history of working in the accounting industry. Skilled in Microsoft Excel, Accounting, Critical Thinking, Discretion, and Microsoft Office. Strong community and social services professional graduated from Chartered Accountants Australia and New Zealand.

Services

Interested in meeting

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Full Name **Mr. Mark Drayson**

Company NX Disruption

Job Title Operations Consultant

Bio Keeping costs down, improving operational efficiencies & bringing results to the bottom line is a constant battle for any organisation.

Inefficiencies in supply, bad warehouse layouts, broken processes, incorrect inventories & poor planning lead to pressures on costs, impacts to organisations reputation to the customer & ultimately influences the profitability of organisation.

Getting it right First Time, Every Time is critical to an organisation and ensuring the customer is happy and keeps coming back for more as "Supply Chain & Operations are the heartbeat of an organisation."

I am a passionate Supply chain professional across all areas of supply chain management. I bring value to an organisation by managing change and supporting business, by driving down costs by optimising stock levels & reducing purchase costs. I can improve stock availability & utilisation, which in turn lifts customer service levels & brings back profitability to the business.

I have helped business improve efficiency by reducing back orders from 380 to 100, reduced inventories by 17%, Cut costs by \$700K. Delivered 1200sqm greenfield warehouse and wholesale shopfront, redeveloped a 1000sqm existing warehouse that increased pallet storage by 30%.

I bring 28 years of expertise across blue chip organisations large & small. Many are household names like Ansell, Laminex, Pacific Dunlop, Komatsu, Carrier Air-conditioning to name a few.

Let us get together and discuss how I can help improve your business.

Simply call me on 0407 120 616 and let us have a chat how we can help you soon!

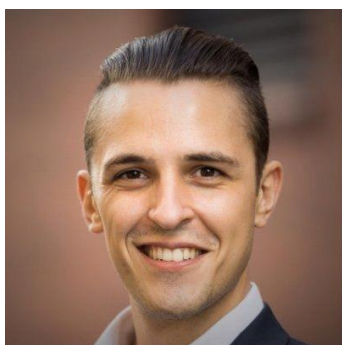
Services

Interested
in meeting

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Full Name **Mr. Dan Everett**

Company EVERETT Property Development Management

Job Title Development Manager

Bio Dan is a development manager involved in the development of property including from site selection, development strategies, feasibility studies, planning applications and construction of residential or commercial developments through to the ultimate purpose of the sale or lease of the land and/or buildings for profit. He has experience as a project manager, architect, principal's agent, superintendent and university tutor, in the property development and construction industries. Dan holds a proven reputation and aptitude for successfully delivering small to large developments of complex staging and procurement methods [residential, commercial, hotel, retail, office, refurbishment, tenant fit-out, high-rise and mixed-use] with budgets up to \$1Billion. Recently, Dan applied development & project management skills to delivering a shopping centre redevelopment, undertaking the DM role including principal's agent, lead consultant and superintendent. Drawing success from the implementation of a project management framework, effective cost controls, delivery strategies and risk identification and mitigation, Dan ensured the timely delivery of key milestones, quality control and adherence to budgets. As a Registered Architect, Dan has a clear understanding of the real estate development process, appreciating the underlining client motivations for investment and quality design.

Services

Interested
in meeting

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Full Name **Mr. Bruce Gardiner**

Company Jaam Project Services

Job Title Business Development Manager

Bio

Services

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in meeting

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Full Name **Mr. Kevin Green**
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Full Name **Mr. Dugald Hamilton**
 Company 23Legal
 Job Title Principal
 Bio I have experience in commercial litigation and insolvency matter, including mortgage litigation and recovery, professional negligence claims, contractual disputes, fraud matters, property disputes, building and construction matters and general commercial disputes, corporate insolvency and bankruptcy.

 Qualifications and Memberships
 Bachelor of Laws (Hons) (QUT)
 Bachelor of Justice (D) (QUT)
 Solicitor of the Supreme Court of Queensland
 Solicitor of the High Court of Australia
 Member of the Queensland Law Society

 Specialties: Commercial Litigation, Insolvency and Bankruptcy, Building & Construction, Dispute Resolution

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Full Name **Mrs. Rachel Heise**

Company Heise Architecture

Job Title Architect and Director

Bio Rachel Heise is an Architect and Director of Heise Architecture, in partnership with husband Florian. Over her career spanning more than eleven years, she has gained experience in designing, documenting and project management for both building and fitouts of various scales and complexities. Rachel's passion for legislation and profound knowledge of building codes are invaluable to the firm, mitigating delays and errors.

A born problem solver, Rachel enjoys resolving the 'nitty gritty' design issues and producing a beautiful result on the other side, something of which to feel truly proud. Her skills are extremely practical and useful for clients; they appreciate that they can count on Rachel to avoid compromising and to come up with solutions that she will then communicate to the design team and relevant trades.

Rachel believes in taking the time to discuss with clients all aspects of their needs and desires, from workflows to aesthetics and practicalities to whimsies. At all times, she steers the Heise Architecture team to provide full service and full value to clients.

Services Architecture, Project Management, Interior Design, Point Cloud Scanning

Interested in meeting Business and building owners who are looking for Architectural services and volunteer board opportunities.

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| | |
|-----------------------|--|
| Full Name | Mr. Florian Heise RAlA |
| Company | Heise Architecture |
| Job Title | Architect and Director |
| Bio | Florian Heise is an entrepreneur and the founder of the Heise Group, comprised of; Heise Architecture, Point Clouds Australia, Heise Games and The Construction Industry Drinks and Networking group. As an architect, Florian brings an appreciation of conceptual design and a 'big picture' approach to all of his businesses and has an appreciation of the benefits provide by embracing the forefront of Technology. Florian's entrepreneurial spirit was recognised when he won the National Student Prize for the Advancement of Architecture at the penultimate of his university studies and continues to be evident in his multitude of endeavours. |
| Services | Networking, Architecture, Point Cloud Scanning and Project Management |
| Interested in meeting | Meeting referral sources for Architectural service, Point Cloud Services and anyone interested in networking. Builders, owners and facility manager who would be interested in Point Clouds. |
| Phone | (07) 3217-1940 |
| E-mail | florian.heise@heise.com.au |
| LinkedIn | https://www.linkedin.com/in/florianheise/ |



Full Name **Mr. Michael Hodges**

Company nettletontribe

Job Title Associate Director

Bio Michael Hodges is a graduate of the Queensland University of Technology. He joined nettletontribe in 2004, became an associate in 2008 and senior associate in 2015. Michael has experience in residential, commercial, industrial, institutional and laboratory architecture, and has worked as project architect on 25 Montpelier Rd with Watpac, Santos House refurbishments with Built, Queensland Health Scientific Services with AbiGroup, and the Eagle Farm Bus Depot with ADCO. Recent projects include 200 Mary Street refurbishments, 527 Gregory Terrace development application, Sullivan Nicolaides Pathology laboratory at Bowen Hills and aged care for Aveo. Michael has an interest in project management and construction, the design of quality interior environments, and adoption of Building Information Modelling and 3d design through presentation and construction. Michael established designbybrutus to explore design competitions and commissions in partnership with co-founder Amy Hodges.

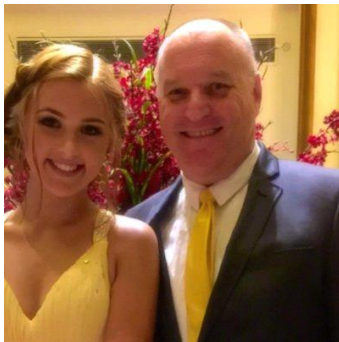
Services

Interested
in meeting

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Full Name **Mr. Brett Holland**

Company Laser Central

Job Title Business Development Manager

Bio I have a strong focus on production processes within the steel industry. Through my roles I have developed a broad knowledge of the industry as a whole. My greatest strength lies in the use of the latest technologies to improve and streamline steel. See less See less of Brett's summary

Services

Interested
in meeting

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Full Name **Mr. Nicholas Johnson**

Company Omni Recruit

Job Title Permanent Recruitment Consultant

Bio For over 15 years I've been lucky enough to work on some major projects as a construction professional and more recently, partnering with Architects, Builders and Engineering professionals on technology implementation. The greatest satisfaction for me has always been the relationships I've formed and teams I've been a part of. People are the greatest asset a firm can have and now I am involved in helping firms in the AEC sector find the best people for their enterprises. I am currently a Permanent Recruitment Consultant with Omni Recruit. Omni Recruit is a diversified recruitment organisation specialising in customised permanent and temporary staffing solutions. Whether you need labour Hire, Administration temps or permanent recruitment, Omni is well placed to assist.

Services

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in meeting

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Full Name **Mr. Steve Kelk**

Company McNab

Job Title Director

Bio This role reports to the CEO / Managing Director and manages the company's marketing, sales, customer experience and tender team. McNab are one of the leading private construction companies in Queensland. In 2015, two McNab construction projects received national and international recognition – UQ's \$32m Global Change Institute Building, voted as one of the top 50 environmentally friendly buildings in the world, and The \$90m Village at Coorparoo, voted best Development and Best Seniors Living in Australia by the Urban Development Institute of Australia

Services

Interested
in meeting

Phone

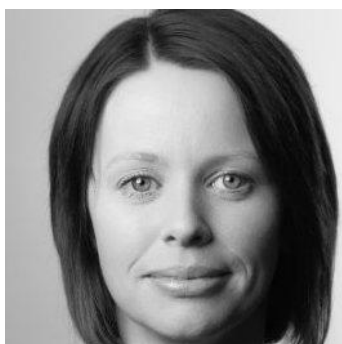
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Full Name **Mr. Jason Kirtchner**
 Company Mastercard Payment Gateway Services
 Job Title Product Manager
 Bio Can do, get it done.
 Services
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 Company Quadric Pty Ltd
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Full Name **Miss. Natasha Leak**
 Company Epiphany Training & Consulting
 Job Title QLD Account Manager
 Bio Natasha has worked in construction and manufacturing industries since 2004. Natasha loves a challenge and is always looking into new ways to build upon the way we think about and conduct business. With a background in Project Management, Business Development, Design and Safety this gives her a uniquely holistic perspective. Passionate about engaging people and watching them flourish. she loves nothing more than taking people out of the 'that's just the way we do things here' mindset and really expanding their horizons. Natasha asks people to make themselves their new challenge and supports their growth along the way. For Natasha saying 'we do an OK job here', is never enough.
 Services
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Full Name **Mr. Adam Leone**
Company CGE Electrical & Communications
Job Title Managing Director
Bio CGE Electrical & Communications is an Electrical & Communications company based in Brisbane. CGE Electrical and Communications provides all electrical installations, construction and maintenance to the domestic, multiple domestic, commercial and industrial business community in South East Queensland.
Services All electrical and communications services.
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Full Name **Mr. Daniel Lidgard**
Company Autoline & Signs Pty Ltd
Job Title Director
Bio Daniel Lidgard the managing director of Autoline & Signs is a Wayfinding Consultant and signage manufacturing professional. With over 15 years' experience within the industry he brings an holistic approach when designing and manufacturing a signage package. His creativity and attention to detail and ability to make consistent programs have set him aside as one of the go to subcontractors within the construction industry.
Services Wayfinding / Sign maker
Interested in meeting Architects, Commercial Builders, Consultants, Multinational orogonisations,
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Full Name **Mr. Grant Mason**
Company Aweso Insurance
Job Title Managing Director
Bio Providing peace of mind that your Risk Management and Protection are specific to your needs, so you can do what is important to you and build your business safely. With extensive experience in the Insurance industry that includes Broking, Claims Management and Underwriting, we have the expertise and ability to focus on protecting you and your interests.
Services: Quality and Comprehensive Business Insurance including Claims Handling and Management.
Services Quality and Comprehensive Business Insurance including Claims Handling and Management.
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Full Name **Miss. Georgia Merrett**
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Full Name **Miss. Beth Mitchell**

Company Re/Max

Job Title Sales Associate

Bio Real estate is more than sales. It is high level communication, attention to detail and world class service. Bringing a fresh vibrancy and creative flair to the industry, Beth Mitchell presents a matured clarity of communication, ability and passion driven dedication.

Beth has a highly developed skill in art and an extensive knowledge for design and visual presentation. Beth has shaped a reputable name for herself in the creative industry and fuses her flair for business, people and property to offer the highest level of service in the efficient, effective marketing and selling of your home. Based at RE/MAX Results Morningside and being a local renovator in Norman Park, Beth also hosts a renovation and property community group named "Call Brisbane Home". Property enthusiasts and renovators have the opportunity to learn from top industry experts to assist them in understanding the Brisbane real estate market alongside practical tips and tricks no matter where they are in their property journey.

Unquestionable reliability and quality of results is what you can expect when working alongside Beth.

Services

Interested
in meeting

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Full Name **Mrs. Lisa Myers**

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Job Title Solicitor

Bio

Services

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Full Name **Mr. Frank Nardone**

Company Scoglio Law

Job Title Special Counsel

Bio Assisting construction industry players to avoid, manage and resolve disputes.

Services

Interested
in meeting

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Full Name **Mr. Aaron Pianta**

Company Knobel Consulting Pty Ltd

Job Title Director

Bio Aaron is a Chartered Professional Engineer (CPEng) and Registered Professional Engineer of Queensland (RPEQ) with over 10 years experience in engineering design, contract administration and construction and project management for land development both residential and industrial, commercial development, subdivisions, retirement villages, caravan parks, mining and local government civil infrastructure projects.

He was involved with the development of Marina Quays and Halcyon Waters at Hope Island on the Gold Coast which included infrastructure planning for water, sewerage and transport network, planning and operational works approvals, detailed design and documentation, contract administration and construction supervision.

He was also the project design manager for the design of the Sickie Avenue bridge and associated intersections at Hope Island for the Gold Coast City Council and was responsible for coordinating various stakeholders including Telstra, Energex and APA Group. The works included the relocation of overhead power and gas and the construction of potable and recycled water supply, sewerage rising main, vacuum sewerage system and dredging.

Aaron believes in a wholistic design approach coordinating with all disciplines to ensure the Client's needs are achieved.

He manages the Central Queensland office located in Rockhampton.

Projects managed in Central Queensland include Sanctuary Hill Private Estate a residential subdivision in Gladstone, 500 site caravan park in Calliope and concrete feeder and reject bunker slabs for Yarrabee Coal at Blackwater.

Services

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Full Name **Mr. Adrian Pon**
 Company Mailmaster Letterboxes
 Job Title Commercial Sales Manager
 Bio Trainer and Life Coach. I love teaching and helping people win at life. <http://www.meetup.com/Brisbane-Financial-Freedom-Meetup/> I help people make money and more importantly KEEP their money. I do this through running "Money Empowerment" workshops exploding the biggest myths about money and empowering people to work with their wealth team. Specialties: Estate Architecture, Opportunity Connection, personal coaching, Success Coach, Wealth Dynamics personality Profile, Next Step Coaching, Wealth Strategist, Wealth Catalyst, Entrepreneurial System for Business Foresight

Services

Interested
in meeting

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Full Name **Mrs. Julie Rashleigh**
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Services

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in meeting

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Full Name **Mr. Kerry Richards**

Company Valspar

Job Title Business Development Manager

Bio If it matters, we're on it.®Valspar is a global leader in the coatings industry. We create value and achieve strong financial results by investing in differentiated technologies, producing high-quality products, building brands consumers trust and providing outstanding customer service. Our 11,000 employees worldwide deliver advanced coatings solutions with best-in-class appearance, performance, protection and sustainability to customers in more than 100 countries. Valspar offers a broad range of superior coatings, including those for: •Agricultural and construction equipment, pipe, lawn and garden, appliances, transportation and marine shipping containers •Buildings and building components, other metal building and architectural products and appliances •Interior and exterior metal food containers and beverage cans •Wood furniture, building products, cabinets and floors •Interior and exterior decorative paints, stains, primers, varnishes and specialty decorative products for both the do-it-yourself and professional market Valspar is headquartered in Minneapolis and has been pushing the boundaries of science and innovation since 1806.

Services

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Full Name **Mr. Brett Robinson**

Company The University of Queensland

Job Title Student

Bio

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Full Name **Mr. Kieran Scott**
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Full Name **Mr. Ben Scott**
 Company Quadric
 Job Title Managing Director
 Bio
 Construction Manager by profession, but find myself wearing the Company Director hat far more often these days. As second generation builder, I have been in the construction industry all my life, but officially at Quadric since 1999; an open licenced building contractor and joinery shop. While I have generally specialised in commercial fitout and refurbishment, my experience also extends to indoor and outdoor structural elements and re-work, that integrate with interior build; along with the occasional minor commercial new-build construction. Specialties: With a strong emphasis on repeat client relationships, I specialise in high level company strategic direction & oversight, while being actively engaged in the project level progress and detailing of construction and manufacturing. My keen interests in fair trading and ethical dealings have allowed a number of best practice initiatives to take root within the company and have also kick-started some exciting side-projects.
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Full Name **Mr. Robert Seton**
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Full Name **Mr. Tom Simpson**
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Full Name **Mr. Jerrod Smith**

Company SG Partners

Job Title Director Strategic Relations

Bio We are a sales effectiveness company that focuses on improving the human resources side of businesses, in relation to:- Sales Teams- Client Engagement People - for professional services- Leadership Teams! It's all about improving revenue, profit and marketshare, aligning to strategy and retention of great people! 1. We evaluate people looking for gaps in their DNA and Skillsets and the barriers in front of them that will stop them growing.

And we look at the systems and processes around the growth and what needs to be changed. 2. Then we prescribe a bespoke improvement program. 3. And we provide the improvement program ourselves. Our improvement programs are through:- Training- Facilitating- Mentoring- Coaching We do one-to-one / face-to-face and one-to-many all over the world. Part of improving what you do is looking at improving your existing team, but also looking to improve the people coming on board that you recruit. So we offer from a sales team selection area licensing to help you review candidates that are applying for your role and also offer full blown recruitment service. We also offer CRM implementation because that's all part of being the most effective sales or client engagement team. We offer strategy facilitation and we offer review of sales process and improvement of that. I'm curious to know after you have read this... 1. Are your people capable of selling your products/services at higher margins? 2. Do you know what it will take to improve your win/loss ratio? Or to increase your market share? 3. How many of your salespeople are selling to their full potential? 4. How do you know what their potential is? If any of this resonates with you, then let's arrange a time to speak.

Services

Interested
in meeting

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Full Name **Ms. Adriana Summers**

Company Backtobasics Communication Services

Job Title Director

Bio Do you have a consistent marketing approach or do you only communicate with people when you have time or need to gain new clients? Having a consistent marketing program which allows you to build rapport, add-value and remain top of mind for your clients is imperative. Knowing what your clients' value is paramount. Being able to consistently communicate the value you offer is the key to successfully growing your business. I established Backtobasics Communications Services to help small to medium-sized companies develop a consistent and strategic marketing program. Together we work through USPs and then communicate these to the marketplace through cost-effective strategies including content marketing, articles/blogs on social media, general news media and targeted email marketing or direct mail campaigns. I have strong alliances with a variety of suppliers including website developers, graphic designers and photographers - together we can deliver you a full marketing service. If you need a fresh perspective on your strategies or are thinking of revamping your existing website, social media content, corporate brochures or direct mail materials then ask a professional first. Get it done quickly but most importantly get it done right. I have more than 20 years experience in marketing communications both in government and the private sector. I've been fortunate to work in Queensland, New South Wales and Hong Kong for blue chip companies and SMEs. Current and past clients are in a range of industries including training and membership organisations, financial services, technology, business services, property and construction industries and event planning organisations. If you want an authentic marketing consultant who will give positive and practical strategies and quality work, then call me for a complimentary review of your marketing strategies.

Services

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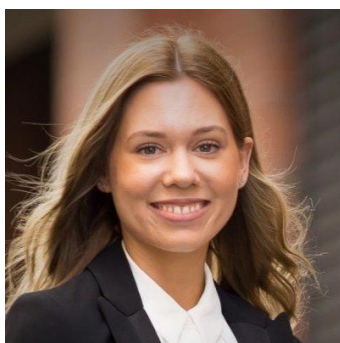


Full Name **Mr. Alec Tadman**
 Company Knobel Consulting Pty Ltd
 Job Title Civil Manager Brisbane
 Bio Delivering quality engineering design and documentation for all types of residential, commercial and industrial sites. Knobel Consulting specialises in Civil and Hydraulic Engineering, partnering with other providers to offer a complete service to our clients. We offer a rapid and flexible delivery of service to our clients.
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Full Name **Mr. Robert Talbot**
 Company Vincents
 Job Title Manager
 Bio Robert Talbot is a Manager in the Insolvency and Reconstruction Division of Vincents. Vincents is a multi-disciplinary accounting firm of highly specialised experts providing services in Forensic Services, Forensic IT services, Financial Advisory, Corporate Advisory, Business Advisory, Audit and Assurance and Insolvency and Reconstruction. We service the eastern seaboard of Australia from our offices in Brisbane, Gold Coast, Sydney, Canberra, Melbourne and Adelaide. Our array of service offerings enables us to assist clients with gaining valuable insight and take control of their business decisions to achieve the best possible result. Our specialists have a vast amount of specialised knowledge and experience across a number of industries including the building and construction industry. Vincents have been a finalist in the Client Choice awards which attribute to our commitment to helping our clients achieve better results whether it be increased bottom line or making the best business decisions in difficult situations.
 Services Insolvency & Reconstruction, Forensic Services, Forensic IT, Tax, Business Advisory, Audit & Assurance and Superannuation.
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Full Name **Miss. Lindsay Toledo**
Company Ray White Spring Hill
Job Title Real Estate Agent
Bio Lindsay brings business and marketing expertise, high energy, passion and charisma to every real estate transaction. She understands the emotional and financial considerations of her clients and has the experience to guide them confidently through the selling process. Her affability and charm make her a compelling saleswoman who strives to ensure that her clients receive the attention and unprecedented service they deserve. Prior to joining Ray White, Lindsay worked as an Architect in her own business. Her company designed and built a vast portfolio of residential houses, retail spaces and clinics. Lindsay's impeccable work ethic and multitude of skills has produced a high performing professional who is never intimidated by difficult situations or tasks. Lindsay holds a Masters degree in Architecture, a Diploma in Marketing and a Diploma in Business. Fluent in English and Spanish, Lindsay has been successfully operating and selling in Brisbane's City and Inner West for the last three years.

Services

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