

Jonathan Dutton BA(ECON) FCIPS FCIM FAIM FRSA GAICD

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| <ul style="list-style-type: none">. Seasoned CEO. Hands-on business leader. Expert in B2B sales & marketing. Professional public speaker & MC. Qualified company director. Supply side technology expert | <ul style="list-style-type: none">. Procurement industry thought-leader. Trained conference & event producer. Detailed knowledge of 12 industries. Multi-skilled modern business professional. Personal network includes top 1,000 CPO's. Based in Melbourne, Australia |
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Brief Business Career History – Over 35 years:

Feb 2013 – present

Managing Consultant & Director: **JD Consultancy P/L**

Based in Melbourne & travelling

www.jdconsultancy.com.au

Over 80 personal clients in 10 years or so, including:

GM Holden, Aldi, O-I, Visy, DMO, VIC Govt, DFAT, BCG, ATKs, IG Partners, Macmillan Shakespeare, EMC², ArcBlue, PASA, Procurement Leaders, SA Health, QLD Health, Oracle, GOVT NEWS, CloudBuy, Open Windows, Sydney Trains, CMC, Kelly OCG, Axis Group, BidWrite, Grosvenor, Coupa, Fisher & Paykel, plus a board role at ACCSR. Worked as consultant, interim, trainer, facilitator & MC for many clients as well as senior INTERIM roles, below:

- . Considered procurement industry thought-leader in ANZ
- . Expert in Sales & Marketing to procurement profession
- . Professional standard public speaker & MC
- . Procurement trainer to CPO level & Board facilitator
- . Knowledgeable on procurement & supply chain digitisation
- . Regular columnist in various publications and blogs

Also... completed numerous INTERIM roles & projects -

Non-Exec at www.supplyclusters.com.au

Non-Exec and Australia lead www.pareto-toolbox.com

Interim Sales/Mktg Dir www.openwindows.com.au

Interim CMO at BIDWRITE www.bidwrite.com.au

Interim Regional VP www.procurementleaders.com

Virtual sales & mktg LEAD: BIG SIX consulting firm

Specialist supply side advisor to BCG project (KSA)

Strategy advisor on Defence 'NEGOTIATION CELL'

Training strategy for DFAT global procurement team

Key note speaker at Oracle World 2017 + 2018

Oct 2020 – Dec 2023

Chief Executive: **PASA**, ANZ's largest procurement event firm

Based in Melbourne - with team on Gold Coast

<https://procurementandsupply.com/>

- . Took over as CEO in tragic circumstances
- . Crisis management to stabilise business
- . Deliver conferences, events, RTs, training & consultancy
- . Introduced new post-Covid business model & profitability
- . Grew LIVE events business + 50% throughout pandemic

Oct 2004 – Feb 2013

Managing Director & CEO – CIPS Australasia

The Chartered Institute of Purchasing & Supply (ANZ)

based in Melbourne, Australia

www.cipsa.com.au

- . Founding CEO of peak body for procurement & supply
- . Grew from local acquisition to 250th largest NFP
- . Liaised with cabinet ministers + CEOs/ CFOs/CPOs
- . Grew from 79 members to 5,500 with 600 qualified
- . Devised & built significant conferencing business
- . Built public, private & assessed training business
- . Turned (\$500k) loss into \$500k annual profit
- . Considered the voice for the procurement profession

2003 - 2004

COO and Commercial Enterprises Director – CIM

The Chartered Institute of Marketing

based in Berkshire, UK

www.cim.co.uk

- . Business leader of FIVE enterprises inc Training & hotel
- . Business turnaround situation from losses to profit
- . Marketing thought-leader & FCIM as well
- . Trained COPYWRITER

2001 - 2003

Managing Director, JD Consultancy Pty Ltd.

based in Maidenhead, Berkshire, UK - then Sydney & Melbourne

www.jdconsultancy.com.au – MARKETING CONSULTANT

2001 – 2002

Marketing Director, Chubb Fire & Security (UK)

based in Sunbury, Middlesex, UK: Near London

www.chubb.co.uk

- . Led CHUBB bid team & UK marketing strategy
- . Top-line growth responsibility to attract suitor
- . Managed CHUBB home security market entry
- . Avoided JV with HIH due to own risk concerns
- . Sat on UK Govt crime reduction ctee in London

1996 – 2001

Group Marketing Director, Regus plc

based in Chertsey, Surrey, UK: Near London

www.regus.com

- . Grew brand from scratch into 63 countries
- . Team drove top-line from £36m to £640m in just 5 years

1995 – 1996

General Manager, World Sales Performance British Airways

based at London Heathrow, UK www.ba.com

- . Formulated annual BA SALES budget of £2.6bn
- . Led team of 12 analysts in head-office team
- . Negotiated with worldwide regions on targets
- . Supported worldwide distribution strategy

- 1994 – 1995 **Sales & Marketing Consultant, QANTAS**
based in Sydney, Australia www.qantas.com.au
- . Trained govt & corporate SALES team to win bids
 - . Input to corporate sales strategy pre-IPO
 - . Developed “Manging the Buyer” corporate sales program
- 1992 – 1994 **Head of Corporate Sales, British Airways**
based in Central London, UK
- . Led BA corporate accounts team: REV £260m
 - . Responsible for winning/retaining TOP 50 corporate clients
 - . Forged BA corporate sales strategy
 - . US Sales liaison – London/New York
 - . Designed UK sales corp sales training programme
- 1988 – 1992
1985 – 1988 **Procurement Manager, I.T.& Comm, British Airways at LHR, UK**
Procurement Exec @ BA; Categories included Property + MT & Ops
Based at Heathrow Airport, UK
- . Professional procurement mgr on integrated IT projects
 - . Part of IT team of 32 spending > £750m per annum
 - . Resolved disputes with many 1990’s IT suppliers

Education & Awards:

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| 2010 | GAICD – Graduate member of AICD with Corp Gov diploma |
| 2008 | FCIPS – elected a Fellow of CIPS |
| 2007 | FAIM – Fellow of the Australian Institute of Management |
| 2002 | FRSA – Fellow of the Royal Society of Arts, Manuf & Comm |
| 2000 | FCIM – Fellow of the Chartered Institute of Marketing |
| 1986 - 2003 | Many short courses on many topics ... |
| 1986 – 1988 | MCIPS – CIPS Grad Diploma, University of West London UK |
| 1982 – 1985 | BA (Econ) Hons - University of Wolverhampton, UK |
| 1992 | MIT – Short course “ <i>Managing change in complex orgs</i> ” |

Direct Experience:

*Professions
and up-to-date expertise...*

*Current & past
Industries...*

*Previous/current
work locations...*

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| Procurement & SCM General management Business consultancy Marketing Sales HR Non-executive roles Public speaker & MC Event producer & facilitator Negotiator Not-for-profit management | Education & Training Not-for-profit & CSR Defence Marketing & media PR & communications Travel IT Automotive Property & Security Conference & events B2B services | Sydney Melbourne Interstate Canberra New Zealand London Manchester Regional UK New York Berlin, Paris & Europe SE Asia inc HKG, KL, SIN |
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Appointments & NED roles:

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| 2024 – Present | Non-Exec & Australia LEAD at Pareto-Toolbox |
| 2018 - Present | Non-Exec role at SUPPLY CLUSTERS |
| 2021 – 2023 | Non-Exec role at Axis Group International |
| 2014 – 2020 | Brand Ambassador & NED: PASA |
| 2013 – 2020 | Chair: Advisory Board www.questevents.com.au |
| 2013 - 2017 | Non-Exec. Director ACCSR www.accsr.com.au |
| 2013 - 2014 | Chairman, Trinity P3 www.trinityp3.com |
| 2011 - 2012 | NSW Govt procurement transformation task force |
| 2002 | UK Government ministerial crime reduction ctee |
| 2001 – 2003 | Non-Executive Director - Kinross & Render PR |
| 2001 – 2002 | Non-Executive Director - Metzger Recruitment |
| 1997 – 2003 | Business Advisor - Two Plus Two Multimedia |
| 1991 – 1994 | Hon. Business Advisor - Prince's Youth Biz Trust |
| 1988 – 1992 | Procurement Advisor – Chartridge Mgt Centre |

Other qualifications:

VIC POLICE Working with Children check - 2013
FFA Soccer Coaching Certificate – 2013
English FA qualified soccer referee - 2003
English NCA qualified cricket coach - 1986
VIC, NSW & UK driving licences since 1980

Personal:

Status: Dual Australian–UK citizenship:
Married with two University aged children.

Home: Melbourne, VICTORIA, Australia

Mobile: + 61 (0) 404 452861

Biz email: jd@jdconsultancy.com.au

Personal email: jonathandutton@outlook.com

Jonathan Dutton   twitter @JDTheBuyer

More information: Comprehensive CV, profile, references, referees, testimonials, videos and showreel all available quickly

Visit the JDC website: www.jdconsultancy.com.au



Profile http://www.linkedin.com/profile/view?id=14501840&trk=tab_pro



Navigating Complexity; opening speech 20 mins (post intro video)

to >800 people – Melbourne, Oct 2012

http://www.youtube.com/watch?v=b8CYnPzoN_Q