

# Rex GOLDSMITH

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## **CAREER SUMMARY**

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A highly skilled and versatile Finance Manager with more than 30 years experience running medium to multi-million dollar turnover businesses for major Australian companies with a wide range of finance and operational responsibilities. Proven ability in making significant contribution in all areas of Financial Management in challenging business environments.

Demonstrated success in managing profit improvement projects and associated capital expenditure acquisitions plans. Involved in developing teams to meet business KPI targets.

A strong team oriented people person who has guided company success in a variety of economic climates.

### ***Key Capabilities and Experiences:***

#### **Strategic and Business Planning**

Developed comprehensive long range planning and forecasting strategies and models which were used to prepare boards for restructures and/or asset acquisitions. Harnessed technological advances to improve the quality of product and information systems

#### **Business Management**

Consistently grew company profitability through successfully developing strong teams, introducing clear visual projections and a focus on key performance indicators.

#### **Innovative Financial Reporting**

Demonstrated ability to deliver on time, innovative management reports, which encouraged and enabled managers to take ownership and responsibility of key variables thus enhancing profit targets.

#### **Target Management**

Developed and set key improvement targets which allowed the achievement of overall corporate goals.

#### **Team Leadership**

Lead both financial management teams and customer service teams to deliver exceptional customer satisfaction and to achieve stretch business targets. Lead a remote team to achieve the status of being the preferred option for regional processing. Lead a team of senior consultants at an overseas posting.

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## **PROFESSIONAL EXPERIENCE**

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**September, 2005 to Present**

**Business Solutions 4U ( [www.rexgoldsmith.com](http://www.rexgoldsmith.com) )**

Tamworth NSW

*Scope of Responsibilities:*

My own private consulting business, providing business planning and other financial services to government departments, private and public companies. Specialising in capital investment analysis utilising discounted cash flow techniques in conjunction with sensitivity analysis.

*Recent Projects and Assignments:*

- Pursehouse Rural – Quirindi NSW – Business Planning
- Department of Transport and Regional Services (DOTARS) / Bureau of Transport and Regional Economic...(BTRE) – Canberra ACT– Research Analysis
- Voyages Resorts – Sydney NSW – Research Analysis and RFP evaluations.
- Tamworth Regional Council – Tamworth NSW – Business Planning (Equine Centre ... AELC) original in 2004 and upgraded version in 2006-07.
- Country Energy – Port Macquarie NSW – Financial Analysis using Six Sigma & Lean Sigma...Operational Excellence Program – 6 months in 2006-07.
- Jetstar Airways – Newcastle NSW – Business Planning ( Manpower Planning ) during 2007
- National Jet Systems – Adelaide SA – Business Planning (Several Strategic Planning Projects) in 2007.
- Airservices Australia – Canberra ACT – Costing Analysis and Research Services - 2007.
- NSW Wheat Research Foundation– Narrabri NSW – Business Planning and Grant Application Services - 2007.
- Various Tamworth SME businesses belonging to TEC group. 2007-08
- Country Energy – Port Macquarie NSW - Balance Sheet analysis and segmentation services were provided over three years during State Government Retail Reform Project preparing for the sale of the retail division of the three state owned electricity businesses. Various other Financial Management roles were provided during delays in the Retail Sale project. 2008-11

## **August, 2004 to August, 2005**

### **Qantas Consulting**

Mascot, NSW

Consulting Company providing services in the areas of safety, maintenance and finance systems. Wholly owned subsidiary of Qantas Airways Limited.

#### *Scope of Responsibilities:*

Qantas Consulting Manager. Reporting to the Chief Executive Qantas Consulting as the Consulting Manager of the Financial Management Business Improvement Program (FMBIP) provided to Malaysia Airlines, utilising four senior consulting staff. Responsible for all matters associated with the FMBIP project in Malaysia.

#### *Major Achievements:*

- Preparation and presentation of quarterly reviews on the FMBIP project status.
- Developed system enhancements for Malaysia Airlines finance and maintenance divisions.
- Implemented financial recommendations with all the appropriate procedures such as initial presentations, workshops, training programs, periodic reviews and ongoing status reports.
- Developed proposal and presentation for next stage of development in the Malaysia Airlines FMBIP project encompassing sixteen additional recommendations.

## **September, 2003 to July, 2004**

### **Jetstar/ Impulse/ Airlink/ Airconnex Airlines Pty Limited**

Mascot, NSW

Airline companies operating jet aircraft. Wholly owned subsidiaries of Qantas Airways Limited. Part of the QantasLink group of companies.

#### *Scope of Responsibilities:*

Financial Controller. Reporting to the General Manager and Qantas as head of finance for the company with finance staff of 13 (700+ total employees) and \$500+M Turnover. Responsible for all Finance and IT matters.

#### *Major Achievements:*

- Promoted and presented Impulse Airlines as the best vehicle for Qantas to use for the new low cost carrier Jetstar.
- Developed and provided services to manage ongoing Impulse business whilst Jetstar prepared for start-up and moved into their new Melbourne office.
- Part of a small team that developed the initial budget for Jetstar and transition and training of new finance team now based in Melbourne.

**July, 1989 to September, 2003**

**Eastern Australia Airlines Pty Limited**

Mascot, NSW

A regional airline company operating Dash 8 Turbo props. Wholly owned subsidiary of Qantas Airways Limited. Part of the QantasLink group of companies.

*Scope of Responsibilities:*

Financial Controller. Reporting to the General Manager and Qantas as head of finance for the company with finance staff of 30 (650 total employees) and \$190M Turnover.

*Major Achievements:*

- Prepared all decision support financial information and much of the narrative for all new Dash 8 aircraft acquisitions from a fleet of 2 to 21.
- Developed and introduced a weekly reporting package which became the standard for the group.
- Introduction of responsibility reporting package which enabled analysis of costs allocated to each divisional manager.
- Streamlined revenue reporting electronically, reducing reporting time from weeks to within 3 days of travel.
- Improved route profitability through variable sensitivity analysis.
- Greatly improved revenue forecasting through multiple regression analysis.

**OTHER ROLES**

July, 1986 to June, 1989

**Colly Farms Limited**

Colly Mongle station, Collarenebri, NSW

November, 1979 to July, 1986

**Manning Valley Dairy Co-operative Limited**

Taree, NSW

November, 1972 to November 1979

**Percy Boyden Limited**

Chipping Norton, Sydney, NSW

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## **EDUCATION**

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### **University of Technology**

(Formerly NSW Institute of Technology)

Sydney, NSW

- Bachelor of Business
- Degree in Business Studies (Majoring in Accounting)... Part Time attendance

### **Wingham High School**

Wingham, NSW

- Higher School Certificate

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## **PROFESSIONAL MEMBERSHIP**

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### **Australian Society of CPAs**

Sydney, NSW

- Certified Practicing Accountant (CPA)

### **Australian Society of Accountants**

Sydney, NSW

- Associate Member (AASA)

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**Referees available on request**