



Transitioning from Finance into Business

Sydney – August 2009

Introduction

- ▶ Welcome
- ▶ Purpose
- ▶ Agenda
- ▶ Case Studies
- ▶ Summary
- ▶ Q&A

Finance Is The Heart Of Business



Successful Business Leaders with Finance Background



Richard Goyder
Managing Director
Wesfarmers



Terry Ibbotson
CEO, Australia
QBE Insurance



Matthew Quinn
Managing Director
Stockland



Nicholas Moore
Chief Executive Officer
Macquarie Group



Peter Clare
Group Executive,
Operations Westpac



David Moffat
Group MD, Consumer
Marketing Telstra



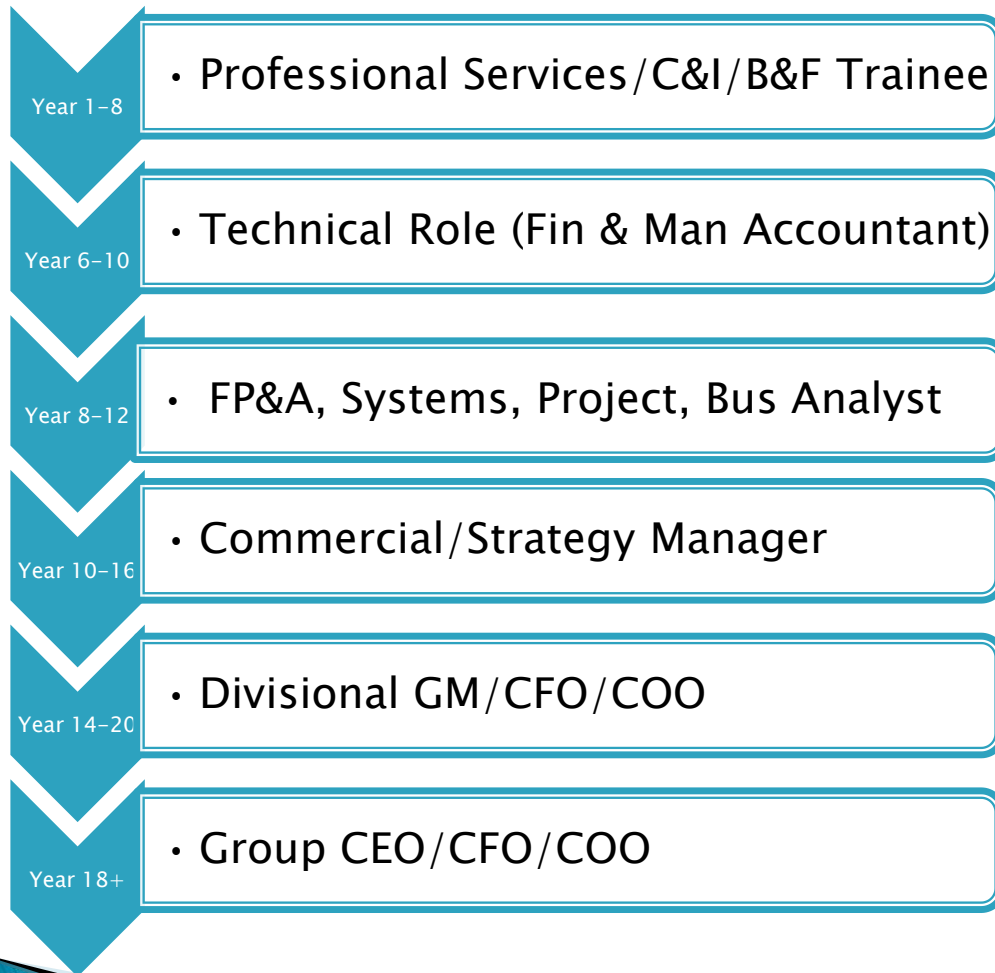
Nick Smith
Senior VP, Human Resources
Brambles



Michael Harte
Chief Information Officer
Commonwealth Bank of
Australia

Source: Company Websites

Example Career Path Into Business



Daoud Edris, SCG



Traits of Success



People Skills (EI)

- Leadership
- Networking
- Corporate Awareness
- Communication Skills
- Ethical Behaviour
- Self Assessment
- Drive and Ambition



Commercial Skills

- Making Decisions
- Unemotional and Unbiased
- Objective Thinking
- Understanding Big Picture
- Macro and Micro View of Business
- Focus on Long Term Strategy
- Awareness of Results non financial

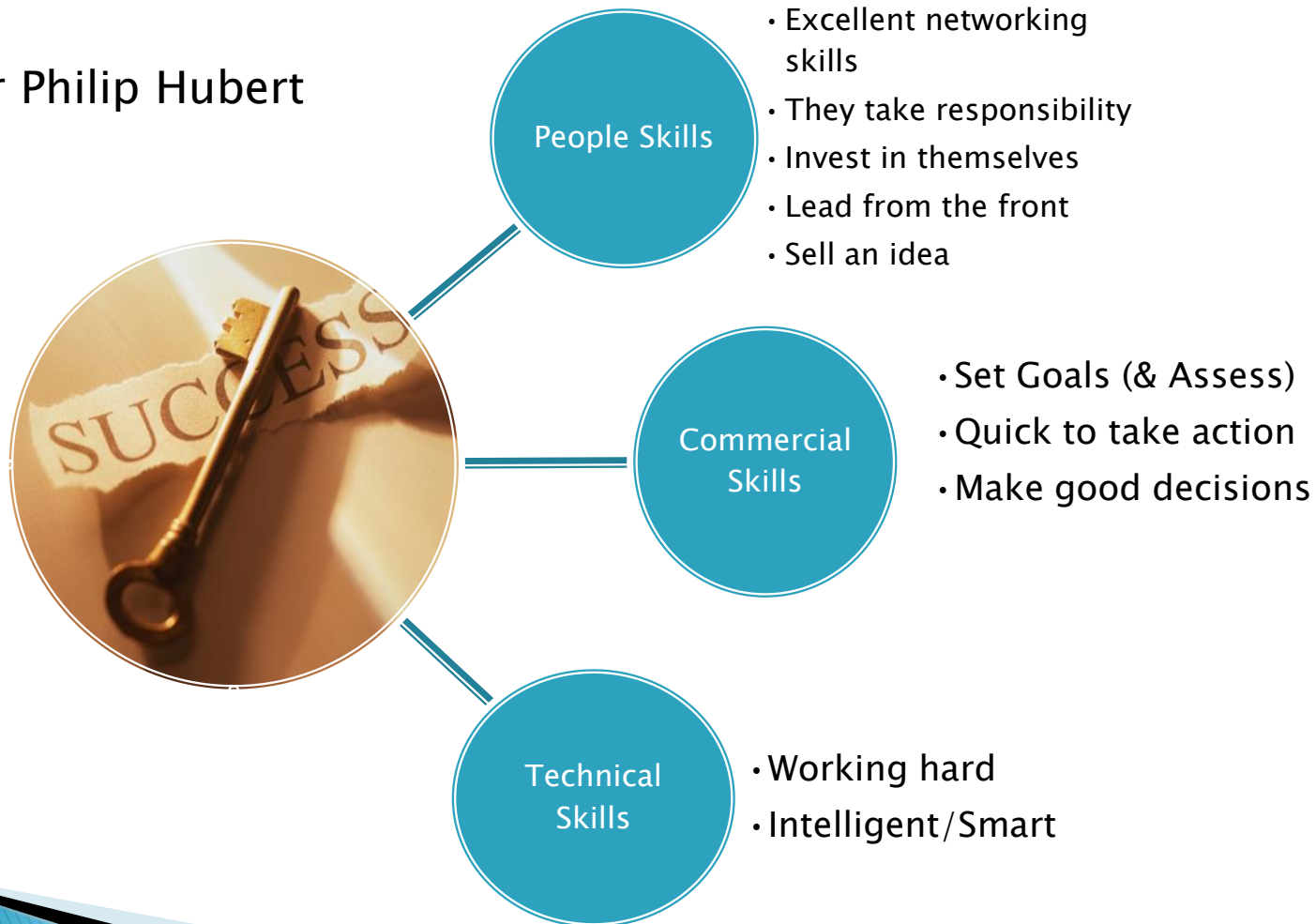


Technical Skills

- Financial Skills
- System Skills

The “Success” Formula

By Dr Philip Hubert



The Toolkit

Must Haves

- ▶ Relationships
- ▶ Further Skills Outside Finance
- ▶ Business Exposure
- ▶ Exceptional Self Marketing Skills
- ▶ A Strategic Approach To Your Career

Actions

- ▶ Develop and expand your networks
- ▶ Look at up-skilling (MBAs and further study)
- ▶ Promote yourself across the business
- ▶ Find mentors and coaches
- ▶ Plan your career path

5 – Step Process

Attain Hard Skills



Attain Soft Skills



Find A Mentor/Coach



Network



SELL YOURSELF

Paul Gunson – Industry Speaker

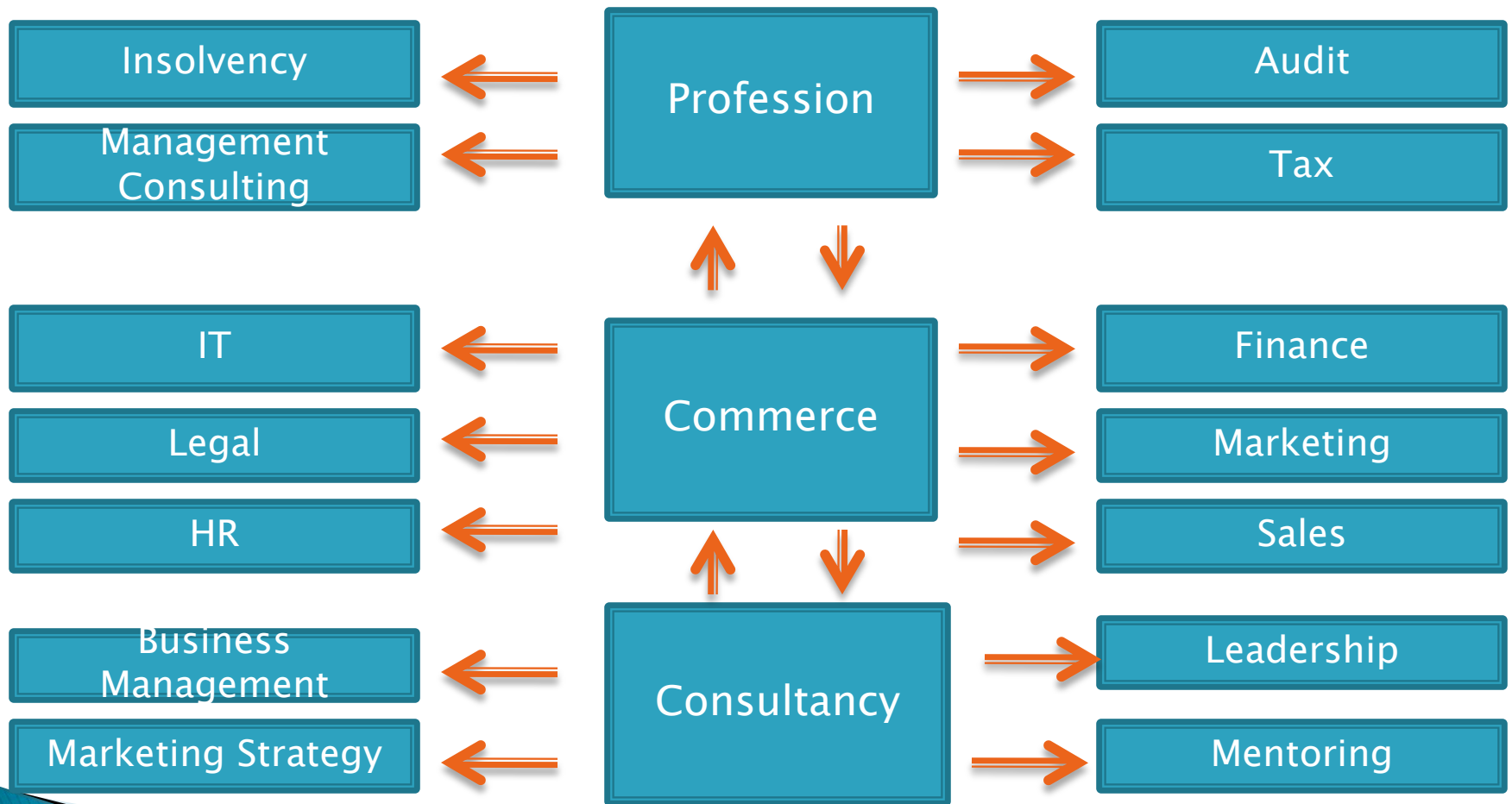
- ▶ Qualified accountant starting in the profession (Big4)
- ▶ 20 years experience in a cross-section of different sectors
- ▶ MBA from the Australian Graduate School of Management (AGSM).
- ▶ Transitioned from finance into other business functions
- ▶ Previous appointments include management positions in:
 - ❑ Finance
 - ❑ procurement,
 - ❑ IT
 - ❑ Legal
 - ❑ HR



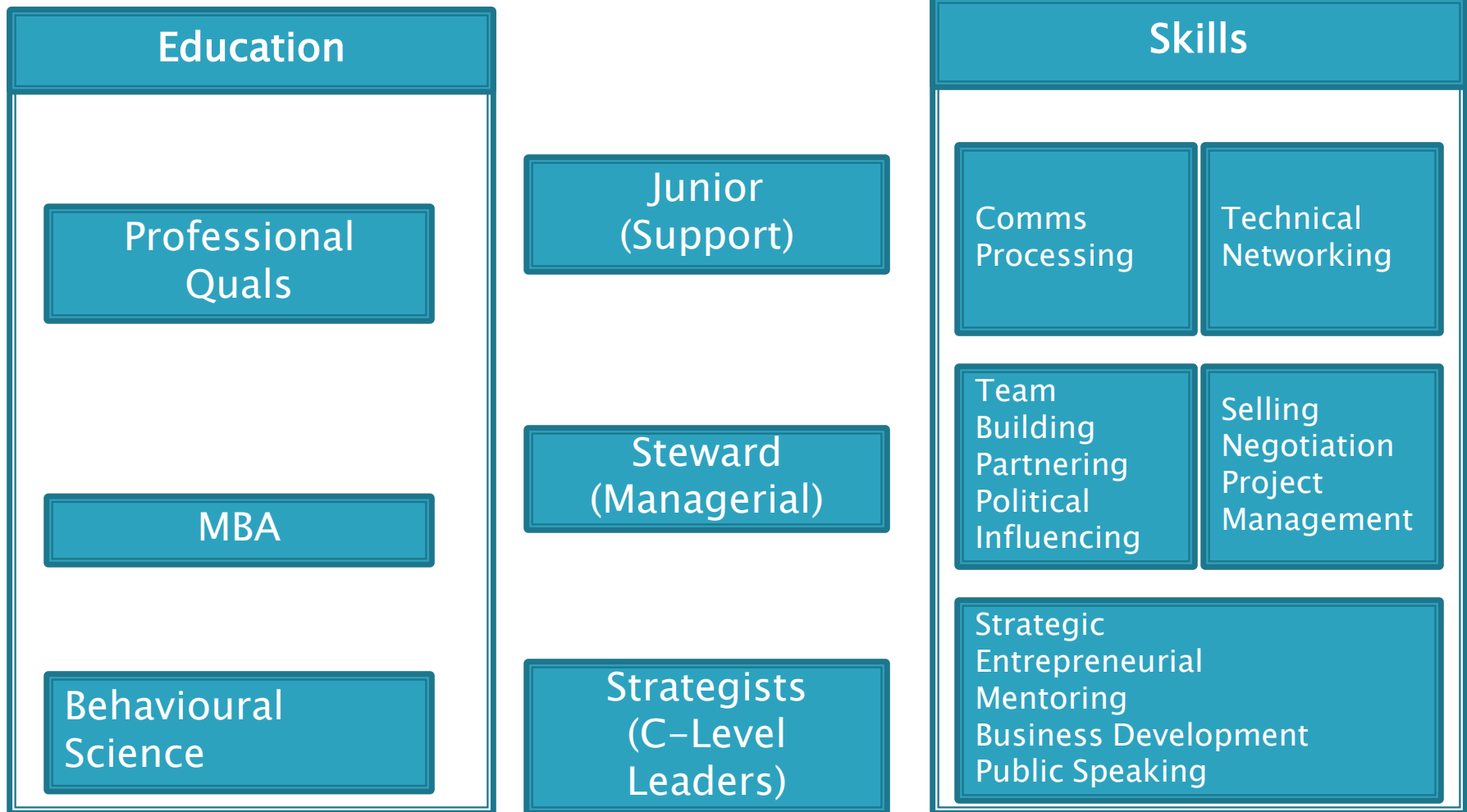




Making Career Moves



Continual Improvement – Education & Skills



SUSFC Over 35s 2007



Back Row: Patrick Cullen, Jeremy Simpson, Tim Hely-Hammond, David Shaw, Brendan Casey, Stuart Hodgson, Paul Lyon, David O'Hanlon, Ian Andrews, Patrick Burgess
Front Row: Alan Scott, Tom Beale, William Reece, Paul Gunson, Andras Markus, Bruce Alston, Bryan Beudeker





CONSULTING

IF YOU'RE NOT A PART OF THE SOLUTION,
THERE'S GOOD MONEY TO BE MADE IN PROLONGING THE PROBLEM.

Summary

Action Items

- ▶ Consider your ongoing development
- ▶ Gain exposure to other parts of the business
- ▶ Make a career plan and execute it

Questions & Answers

