DAKIN PARTNERS

EXAMPLE – PROFILES, OBJECTIVES, SKILLS & ATTRIBUTES

Transportation

EXAMPLE 1

CAREER OBJECTIVE

I am seeking an ongoing Consulting role which will fully utilize my 20 years' rich and diverse experience in diverse activities across the transportation industry (especially rail), to advise and enable clients to develop and fully participate in this rapidly growing market.

With Melbourne's increasing urbanisation, this market demands all available skills to design the necessary transport solutions. I consider myself to be particularly well positioned to consult at the highest levels of either business or government, to assist in the design, strategic planning and implementation of Victoria's transport infrastructure into the future.

SKILLS & CAPABILITIES

- A comprehensive commercial understanding of the Australian transportation industry, matched with thorough in depth technical and engineering knowledge across a broad range of disciplines, including mechanical, electrical, IT and communication technologies and their inter-related roles in the functionality of complex transportation systems
- Commercially astute, with a 'whole of business' perspective and proven ability to work at both the 'big picture' and detailed level, which has enabled me to successfully develop several new and highly successful business operations over the years
- Highly systematic, with strong business development skills in the transport sector, including understanding how to use various elements of marketing to create opportunities, then assess the alignment of such opportunities against core objectives and overall business strategy
- Clear, open and honest communication style which enables the delivery of coherent and convincing presentations and once major projects have been won, facilitates clarity around project management issues and contractual obligations and reporting relationships
- Proven stakeholder management at all organisational levels and functions with a track record of success in driving substantial business growth through effective strategy development and creating strategic partnerships
- Strong, natural leadership abilities including people / team management, with a flair for building high performance teams and coaching / developing future leaders
- Sound project management and project execution abilities, with a strong grasp on detail, while retaining the organizational vision and priorities in the forefront of decision-making
- Recognition of the crucial nature of the relationship between marketing and sales and the need for marketing to both drive and support the sales function
- Respected by colleagues and peers alike and able to liaise with all levels to progress external and internal consulting opportunities
- Highly self-motivated, resourceful and results orientated, even in adverse conditions
- A strong work ethic, well-organised with a well-developed sense of loyalty and responsibility