

# Chris Walker

Bendigo Area, Australia

Operations Centre Supervisor -GrainCorp

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## Experience

### **Operations Centre Supervisor at GrainCorp**

September 2014 - Present (1 month)

### **Branch Operations Manager at Tradelink Plumbing Supplies**

June 2014 - September 2014 (4 months)

### **Sales/Business Manager at Online Laser**

January 2014 - May 2014 (5 months)

### **Area Manager - PETstock at PETstock Pty Ltd**

November 2009 - December 2013 (4 years 2 months)

- Responsible for 9 PETstock retail stores (60+ staff)
- Manage Compliance of brand and retail standards
- Forecasting and budgets
- Marketing planning and review
- Performance development of over 20 staff
- Sales strategy action planning
- Manage overall stock loss targets
- Recruitment and induction of store managers
- Manager overall region P&L to maximise EBITDA
- Monthly report of outcomes to Retail executive
- WH&S Steering Committee (National) 2012 to current
- Store Manager Training development team (National)

### **Group Sales Manager (International and Domestic) at VEA Australasia**

September 2006 - November 2009 (3 years 3 months)

- Distribution channel management (International and Domestic)
- Countries under my management include:
  - o Middle East
  - o Asia
  - o India
  - o Africa
- Developed international and domestic distribution growth strategy
- Negotiate distribution agreement
- Develop and manage international growth strategies

- Manage sales strategies' according to country and regions
- Identify and pursue emerging international markets
- Grew international portfolio by 150% on previous years record sales
- Liaise with Government export department both within Australia and internationally

### **Marketing Project Manager & International Sales Manager at VEA Australasia**

September 2006 - November 2009 (3 years 3 months)

- Manage marketing plans and Budgets
- Lead marketing department in FY 06/07 to highest sales position in 30 years of business
- Identify new and emerging markets (domestic and international)
- Established VEA International sales distribution network.
- Identify and manage international marketing opportunities
- International and domestic travel

### **Consulting Service at Yo Knowledge**

July 2008 - October 2008 (4 months)

### **Client Services Manager at KBS Training**

September 2004 - 2006 (2 years)

- Development of training programs
- Deliver training to large and small groups
- Manage compliance with Aust Quality Training Framework
- Identify and pursue additional funding streams
- Create and maintain relationships with government bodies
- Business planning and development
- Provide leadership within workplace

### **Apprenticeship Consultant at CVGT**

October 2001 - September 2004 (3 years)

### **Branch Supervisor at HBA**

1998 - 2000 (2 years)

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## Education

### **TFW**

Double Diploma, Business and Management, 2010 - 2012

### **Castlemaine**

High School, 1992 - 1996

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**LinkedIn** Recruiter

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Profile Notes and Activity (1)

**9/09/2014—Saved to "Bendigo" by Conor Quigley**