

# Dan Gardam

Associate, Risk & Reliability Associates (R2A Pty Ltd)

## Personal Data

Bachelor of Engineering,  
Monash University

Master of Administration,  
Monash University

Fellow, Engineers Australia

## Profile

Dan is an experienced business manager with extensive strategic planning, business turnaround, market and industry analysis, merger & acquisition and operations management experience.

He is able to bring to an organisation an ability to work across a diverse range of disciplines at all levels of a business to successfully develop stronger commercial focus and improved performance. Dan has a demonstrated ability to lead and motivate staff and to project manage human, financial and physical resources.

Key strengths include:

- Understanding of all aspects of strategic planning from industry, market and customer analysis to strategy development to implementation.
- Experience in managing feasibility studies, assessment of mergers, acquisitions and joint ventures and market research.
- Ability to research and solve complex issues.
- Experience in business “turnarounds” and business process reengineering.
- Relationship management of business partners and external stakeholders.

## Experience

Over the years, Dan highlights some key accomplishments as follows:

- Led or was a key resource for in excess of 50 business planning assignments. For example developed an acquisition strategy for a business in a weak competitive position that could achieve competitive operational scale and corporate R.O.I. targets.
- Led a small team that reviewed the performance and competitive position of a small finance company - identified specific restructuring and cost saving totalling \$3.8 million pa.
- Completed a preliminary due diligence regarding a potential 20% equity purchase in a technology start-up business.
- Successfully managed a \$2.5 million GST implementation project with a cross functional team of over 40 staff and consultants within time and budget constraints whilst achieving substantial consumer & ACCC acceptance.

## Previously

Business Advisor, RACV Ltd. (1997-2002)

Principal Consultant, KPMG Consulting (1987-1997)