



John Scutt FCPA, FAICD, FAIM
Bachelor of Commerce (Honours), University of Newcastle

Managing Director – The Lindfield Partners Pty Ltd trading as
Essential Management Services

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Business Experience

- ✎ Extensive management experience over the past 30 years at the CEO, Business Development and CFO levels with public and private organisations.
- ✎ Has developed a rare combination of strong hands on sales, marketing and finance skills to compliment his leadership experience.
- ✎ Substantial industry experience, in both large and small organisations, including advertising and marketing, government, information technology (software & hardware), manufacturing (steel and commercial furniture), retail, television and media industry sectors.
- ✎ Leader in identifying both revenue generation opportunities and cost reduction benefits from re-engineering work flows within an organisation to deliver demonstrable bottom line results.
- ✎ Actively involved in mergers and acquisitions, raising venture capital and taking companies through the IPO process.
- ✎ Ability to achieve successful outcomes from the tender and contract process in both government (local, state and federal) and the private sectors.
- ✎ Managed large numbers of staff across a full range of organisation disciplines including sales and marketing, operations, distribution and finance throughout the Asia Pacific region.
- ✎ Strong negotiation and communication skills in multicultural environments, particularly in the Middle East, Asia and Japanese markets.
- ✎ A strong believer in developing and managing effective customer service standards to build a winning organisation.
- ✎ Practical start-up experience in the technology and retail sectors.
- ✎ Excellent academic record with an Honours degree in accounting and taxation with a strong practical understanding of the legal, accounting and tax systems in the Asia Pacific region.
- ✎ Team player who enjoys working with both Boards and management teams to create a bias for action.
- ✎ Always looking to continue learning with Fellow level memberships with CPA Australia, Australian Institute of Company Directors and the Australian Institute of Management.