

CURRICULUM VITAE

SUSAN GAY SAUNDERS

SUMMARY OF SKILLS & EXPERIENCE

- Since 1982, has founded and managed several wholly owned small businesses (up to 10 employees), covering renewable energy, human resources, scientific instruments and computer related areas;
- Prior to 1982 gained wide industry experience in research and development, manufacturing, distribution, consulting engineering, banking and semi-government sectors in Australia;
- Background is both technical and business oriented with formal qualifications in both;
- Strengths in organisational development, strategic policy for companies, financial analysis and models, business systems including database, accountancy, budgets and customer interface systems and management accounting and reporting systems;
- Management style is collaborative, disciplined, meticulous and at times somewhat demanding but with strong people skills. Has a track record of long term loyalty from staff;
- Has a keen interest in personnel management and has gained considerable satisfaction from having been able to enhance the development, maturity and skills of staff over the years;
- Understands the demands and disciplines required to start a business from scratch and the process of developing it to sustainable and profitable operation with minimal external funding;
- Successful development of mechanical/electrical/electronic products from concept, prototype, production prototype, demonstration and market response to full production and ongoing sales;
- Experienced in all aspect of running a manufacturing organization to ISO9001 quality assurance standards;
- Listens to customer requirements and responds to their needs, being a trait which has contributed to the success of past and current business activities;
- Extensive skills in project management, system analysis and computer model building, e-commerce and web site construction and other information technology tools that are used to enhance business processes. Fully conversant with both Mac and PC computer platforms;
- Well known expert in the Renewable Energy Industry particularly in photovoltaics, solar water pumping and remote area power supply systems. Good knowledge of wind, biomass and hydropower systems.

CAREER HIGHLIGHTS

- Developed from concept to full production, a state-of-the-art solar water pumping system known as the Suntron Sunpumps™ system that was marketed successfully in both Australia and overseas. The technology was sold for strategic reasons to the multinational pump company with whom Suntron had worked for many years. The product is still being sold competitively and has been further developed by the pump company since the sale in 1997;
- As Executive Director of the Solar Energy Research Institute of Western Australia was able to influence and encourage progress in renewable energy technologies including public acceptance of what was then considered a somewhat unproven technology; as well as leading a team of talented people, many of whom spun off to form successful companies in the renewable energy industry;

- As Director of Curtin Consultancy Services Ltd, initiated and implemented a major organisational development program which changed the way Curtin University controlled its commercial activities for the ultimate educational benefit of future generations. The challenge in this assignment was to mould together the different cultures of the University academic with that of the hard headed business approach that is needed to successfully market consulting, training and contract research and development services of the Universities' Commercial Arm.

SUMMARY OF WORK EXPERIENCE

Susan has 41 years of wide business experience including a research and development emphasis, in both private and government sectors; based in Adelaide, Perth, Melbourne and the Sunshine Coast, Queensland.

The eighteen years until end 1996, were primarily devoted to the renewable energy field, developing and marketing solar and hybrid small scale power supplies for water pumping, household and communications applications. The latter activities included the need for sophisticated computer modelling of energy systems, market research and business strategy development, knowledge of current mechanical and electronic based technologies and associated manufacturing procedures, development and operation of a quality assurance system to ISO 9001 standard, and development and operation of fully integrated computer based financial management systems.

In 1997, after selling her manufacturing technology as well as the business, Susan and family relocated to Perth. There Susan ran the Bardak Group of Companies which were involved in management and energy consulting services, computer software sales, and investment in new business ventures. In addition, from 1999 for over 2 years, Susan was a Director of Curtin Consultancy Services Ltd, the commercial arm of Curtin University of Technology.

From the start of 2001, the Bardak Group consolidated its consulting and investment activities in the Energy and Management Services area, to the one company, Bardak Ventures Pty Ltd, trading as Bardak Energy and Management Services. The company relocated to the Sunshine Coast in November 2001.

At the beginning of October 2003, Susan, through Bardak Ventures Pty Ltd, formed a partnership with Bob Stuart Crouch trading as “Think Data”. The firm designed and developed database software solutions for small businesses. The partnership dissolved at end June 2004 after it was decided that the local market was not sufficiently responsive to high cost customised software development.

Susan has thus returned to concentrating on offering Management Services to small to medium enterprises in the Sunshine Coast and Brisbane areas. Since the passing of her husband and co-director, Dr Robert Booth in December 2005, the energy side of the consultancy ceased and the management side continued as a “boutique” consultancy specialising in small to medium enterprises (SME’s).

In early 2008, Susan commenced as a PhD candidate at RMIT researching the planning and control aspects of small businesses (employing less than 20 persons). As part of the research programme, Susan has developed a management planning and control software tool that has been tested in five case studies. As at early 2011 the research is within months of completion. Commercialisation of the software is likely in the future.

PRESENT POSITION

Managing Director & founder – Bardak Ventures Pty Ltd
Suite 901, 118 Russell St
Melbourne VIC 3000
Tel: +61 (0)3 9029 1560
Fax: +61 (0)3 9662 9165
Mobile: 0412 566 606
e-mail: sue.saunders@bardak.com.au

QUALIFICATIONS

Master of Business Administration (University of Western Australia, 1976 specialising in industrial marketing and business policy);
Bachelor of Science (University of Adelaide, 1966 in physics and applied mathematics with top distinction in physics).

Other - 1962 - 1969 & 1991 - 1994

Commercial Pilots Licence with Australian Flying Scholarship.
Command Instrument Rating on twin engined aircraft. (Not currently flying)

AWARDS

Commonwealth Scholarship 1963 - 1966
Post Graduate Course Award 1976
Australian Postgraduate Award Scholarship 2008.

The Bardak Group maintains a web site at "<http://www.bardak.com.au>".

-oOo-