

GOVERNANCE & LEADERSHIP SUMMARY

A dedicated governance professional, I foster a culture of clarity and purpose, ensuring that team members understand the parameters of success and what is expected. My leadership style is rooted in curiosity and a commitment to development, prioritizing a coaching approach. I bring energy, new & novel ideas and a depth of lived experience to the boardroom. I am adept at cultivating and participating in high-performing teams, leading with a blend of humility and determination to meet our objectives. My governance experience is both wide and varied, having had my wins and my challenges over the past 15 years – I've seen a lot which informs the way I think, reflect & behave. I offer a unique perspective that merges commercial acumen with a deep understanding of the human aspects of governance. This balance drives my ability to streamline decision-making processes and propel effective action swiftly. I identify as being apart of the LGBTQI+ community and of Maori descent (Ngapuhi).

KEY COMPETENCIES

Strategic Risk management | Board Leadership | Stakeholder Relations | Financial Stewardship | Start up & scale up governance | Strategic Planning | Chairing | Executive Presence | Marketing | Strategic Sales | Customer Centric | Product Marketing | Leadership | Audit | Highly Commercial | International business & Expansion | Global Partnerships | Digital Native

PROFESSIONAL MEMBERSHIPS (Current)

- Institute of Directors, New Zealand – Chartered Member
- Australian Institute of Company Directors (AICD) – Member

GOVERNANCE EXPERIENCE

Independent Director

AUTSA INC | Auckland | Incorporated Society | Revenue ~\$2.2m | ~25 Fte

JUN 2020 to Present

- Member of the Risk, Audit & Finance Committee & Chair, People & Culture Committee
- Led appointment of new Chief Executive
- Supported Student/Member directors on development of a new 3-5 year strategy

Trustee

2020 COMMUNICATIONS TRUST | National | Incorporated Trust | Revenue ~\$3.9m | ~10 Fte

SEP 2021 to Present

- Member – Risk, Audit and Finance (RAF) & Ti Tiriti Committee's

Advisory Board Member

VXT Limited | International Start-up | Company | Revenue \$500k ARR | 10 FTE

APR 2020 to JUN 2021

- Fast growing kiwi startup based in Christchurch exporting to the world.
- Joined the first advisory board to support the CEO + Management team on growth aspirations.

Board Member

Burnett Foundation | National | Charitable Trust | Revenue ~\$5.1m | ~30 FTE

MAY 2017 to AUG 2020

- Chair – Risk, Audit and Finance (RAF) Committee
- Launched boards risk appetite & risk management frameworks
- New Strategic plan to enable successful delivery of Manatu Hauora (MoH) services agreement.

Board Member

TUANZ | National Advocacy | Incorporated Society | Revenue ~\$400k | ~1.5 FTE

OCT 2015 to MAY 2017

- Chair – Audit & Finance Committee

Trustee

JUL 2015 to AUG 2016

Volunteering Auckland | Auckland | Trust | Revenue ~\$262k | ~2.5 FTE

Board Member

NOV 2011 to DEC 2013

Child Cancer Foundation Inc | National | Incorporated Society | Revenue ~\$7.03m | ~28FTE

- Member of the Audit Sub-Committee

National President & Chairman

AUG 2008 to DEC 2013

CanTeen NZ Inc | National | Incorporated Society | Revenue ~\$6.2m | ~35FTE

- A board member from August 2008 – culminating in Vice President and president roles in 2009 and 2011 respectively.
- Launched ambitious strategic expanding membership to “offspring” to support an underserved community.

CAREER & EXECUTIVE EXPERIENCE

Chief Sales Officer – Groov Limited

AUG 2022 to DEC 2023

- Sales & Customer Success teams – accountable for revenue.
- Expanded into UK, Launched Global Partnership with All Blacks / NZR

Global General Manager (Enterprise Accounts) – Xero Limited

2015 to 2022

- Established & Led a global function with a large diverse team covering 6 countries
- Accountable for global partnerships, marketing & sales to enterprise firms

Various Commercial Roles – Chorus Limited / Smartpay / Inabox Group

2009 – 2015

- NZ Country Lead for Business Development – Telcoinabox
- Senior commercial/key account lead – Chorus
- Sales / product / product marketing – Smartpay

Founder & Managing Director – All Talk Communications Ltd

2007–2009

- Telco-focused startup covering NZ & AU customers (mainly SMB & Call Centres)
- Successful exit to a public company (NZX:SPY)

QUALIFICATIONS

- **2019** – Company Director Course (CMISTD) – Institute of Directors
- **2011** – Leadership for Managers Training – Dale Carnegie Training
- **2007 to Present** – Numerous other IoD training (online & self-directed) over the past several years.

FEATURED ARTICLES

[Institute of Directors Article](#)

[Computer World
\(TUANZ Press Release\)](#)

[National Business Review
\(Telcoinabox Release\)](#)

[SmartPay buys All Talk
Communications](#)

REFERENCES

Available on request