

## International Career Seminar

### Speaker Profiles

#### Heidi Pollard, CEO - UQ Power



Heidi Alexandra Pollard is a company culture architect who has travelled the globe consulting to companies, governments and entrepreneurs. She was awarded the Lake Macquarie City Entrepreneur of the Year Award in 2013 for her business and charity acumen and was a finalist 2014 and 2015.

A published author, Heidi writes for a variety of magazines and is the host of online brand and culture show, UQTV. Her latest book *It All Starts with UQ Power* aims to spread the message that peoples' unique personal strengths are the key to unlocking their potential.

If you network confidently, both online and offline, you will build relationships that lead to exciting and challenging career possibilities. Learn key skills that will help you stand out from the crowd during the interview process. Heidi will cover the 5 steps to building a strong personal brand internationally:

1. What makes you unique
2. What you offer - your big vision
3. What you publish - what you are known for
4. Your profile and how you show up
5. Partnerships and how you relate to others

Heidi will show you how to network and communicate with power and confidence.

#### Paul Dunn, CFO – University of Newcastle



Paul Dunn joined the University after a 30-year career at BHP Billiton, where he undertook a number of senior finance leadership roles. The roles include Finance Lead on the 1SAP project in Singapore, Vice-President Finance at BHP Billiton Uranium Business, Vice-President Finance at BHP Billiton Olympic Dam in South Australia and Manager Finance at the Cannington mine in North Queensland. Paul has a strong track record of achievement in large project management and implementation, including leading the largest Finance SAP release ever undertaken.

Among his many achievements, Paul facilitated major changes to the forecasting and budgeting process within BHP Minerals, including the move to continuous quarterly forecasting and a large-scale systems change within the organisation.

In the 9 months Paul has been in his role of Chief Financial Officer with the University of Newcastle, he has led the a realignment of the Financial Services function. He has recruited a number of senior staff who have been responsible for putting in place a Long Term Financial Plan for the University, and numerous improvement initiatives that are currently in place or in progress.



## **James Tocci, Co-Founder and Principal Consultant, Puro Partners**



With over 15 years of experience in executive search and recruitment, James Tocci has developed a reputation for professionalism and achievement.

Being a graduate of the Australian Institute of Company Directors, a former member of the Asia-Pacific Senior Leadership Team for one of the world's leading recruitment firms, as well as a former Board Member and Chairman of the University of Newcastle Alumni Board are all testament to his understanding of global best practice in recruitment. With more than 25 senior executive placements at either GM or C-level over the past five years James' expertise in this market is unrivalled.

Trained in Merit Selection, James is often called upon as an independent panel member or facilitator for senior public sector and private sector selection processes. His ability to understand and communicate both the selection panels and candidate expectations has been critical in obtaining enduring outcomes for all stakeholders.

With familiarity of some of Australia's largest graduate recruitment programs, James' presentation will give students an update on the international employment market along with tips on how typical Graduate Recruitment programs work in the corporate world.

## **Dr Victor Quirk, International Careers Counsellor – University of Newcastle**

Victor Quirk is a labour market political economist, researcher, and specialist employment counsellor and provides career services for the University's international students. He is the former Job Network CEO and has 30 years of experience in labour market brokerage, disadvantaged jobseeker advocacy and vocational training.

Victor will discuss implications for job seeking arising from the economics of employing people, strategies for researching prospective offshore labour markets and explain the resources available to students via the Careers Service team.