




STUART SIMMONS

Business Development Manager

Full Stack Software Engineer

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[Linkedin Profile](#) 

BURWOOD, VICTORIA 

STRENGTHS

- Business development
- Management through leadership
- Technical knowledge
- Very strong relationship management
- Attention to detail
- Strong problem-solving ability
- Project management

CAREER HIGHLIGHTS

- Growing an Automation company from 3 employees to over 20 employees whilst being fully responsible for P&L.
- Managing the 'concept to production' of a world class automotive machining facility utilising cutting edge technology including 3D vision systems integrated with industrial robotics.
- Developing a new business unit to sell Kuka robotics in Australia.
- Developing a business plan and implementing a new engineering company in Dalian, China.

ABOUT ME

I have a strong mechanical aptitude combined with a nurturing personality. These attributes have given me the ability to successfully grow and lead strong business units throughout my career. I believe my success is by cultivating strong business relationships with suppliers and customers whilst maintaining professional integrity, listening to their needs and a swift call to action when required

A keen technical knowledge with computer systems, software, mechanical engineering, and electrical engineering has given me the ability to understand and explain complex systems to a myriad of audiences.

Throughout my career I have been challenged with complex negotiations to very large corporate enterprises, universities, and private individuals each of which require a different skill set.

I have been a key person in securing large sales and lease agreements with notable Australian universities, large complex automotive manufacturing plants, large food manufacturers and a myriad of small manufacturing plants along with the establishment of a new engineering facility in China.

WORK EXPERIENCE

CIRRUS AIRCRAFT SOUTHERN AUSTRALIA – ARC AVIATION

August 2018 – Present

Business Development Manager

Key Achievements

Exceed sales targets set by Cirrus Aircraft, USA.

Develop and complete complex sales contracts – new and pre-owned aircraft.

Web Site development and publishing.

Development of ARC Aviation flying school including training aircraft acquisition, flight simulator acquisition and certification.

Responsibilities

Develop business plan and budget.

Develop a marketing plan and organise marketing events.

Responsible for all aircraft sales, Southern Australia.

Responsible for forward ordering and specifying stock.

Organise and participate in demonstrations as required.
Develop and maintain relationship with principal OEM.
Monthly sales reports to CEO and principal OEM.
Maintain CRM.

CIRRUS AIRCRAFT MELBOURNE / AVIA AVIATION

October 2016 – August 2018

Cirrus Melbourne Aircraft Sales Manager

Key Achievements

Develop and maintain a budget for Aircraft Sales and Avia flying school. Aircraft sales budgets increased to \$6m per annum with a 18% return to the shareholders.

Responsibilities

Manage area territory, Southern Australia including parts of NSW, Victoria, South Australia and Tasmania.
Develop new and used aircraft sales within the company including sales to private buyers, development of relationships with large flying schools and fleet evaluation.
Complete sales contracts, registration transfers and registration of new aircraft as required.
Develop and maintain relationship with principal OEM.
Monthly sales reports to CEO and principal OEM.
Plan and organise marketing events for the represented region including involvement with prominent Airshows and Aero Clubs.
Responsible for marketing and advertising across print media, email campaigns and post.
Maintain company and OEM CRM.

AIRFLITE PTY LTD

October 2012 – October 2016

Business Development Manager – Aircraft Sales

Key Achievements

Successfully negotiated a long term lease with RMIT for 15 training aircraft.
Development of spare parts supply to the RAAF through an associated OEM including stocking levels, negotiating pricing and delivery.
Organised all aspects of the “Avalon Airshow”.

Responsibilities

Develop aircraft sales within Australia.
Develop and maintain relationship with principal OEM's.
Develop leasing arrangements with flying schools across Australia.
Monthly sales reports to CEO and principal OEM's.
Organise and participate in static and flying demonstrations for aero club fly-in's.
Maintain the integrity of Airflite owned and leased fleet aircraft in Melbourne including maintenance scheduling, renegotiating new lease agreement and aircraft upgrades.
Responsible for marketing and advertising across print media, email campaigns and post.
Importing and exporting aircraft and associated parts.

HADEN & CUSTANCE LTD

September 2011 – October 2012

Technical Sales Manager

Key Achievements

Responsible for Australia
Expanded the presence within Australia.

Responsibilities

Maintain existing client base and develop a new customer base outside of the existing industry.
Develop technical solutions to customer requirements including robotics and factory automation.
Internal sales.

AUTOMATION INNOVATION

September 2010 - September 2011

Business Development Manager

Key Achievements

Developed an automated system to maintain real-estate sign boards.

Developed an automated system to mould carbon fibre wheels.

Responsibilities

Develop new customers and diversify the customer base away from the automotive industry.

Sales targets for 2010/11 financial year were achieved with new customers in a variety of industries including sign making, bio-medical, solar and composite materials.

Strategies include networking through existing contacts and cold calling leading to the building of new relationships.

HEADLAND MACHINERY

February 2009 – September 2010

Key Achievements

Developed a new business unit to sell KUKA robotics to the Australian and NZ market. KUKA robotics is a well-known European robot.

I was able to grow the brand name within Australia utilising existing databases and offering service incentives as well as an old for new program.

Responsibilities

Marketing, business development, database management, relationship building, negotiation with principal, event management and future direction.

The brand now has some significant market share and is steadily growing.

JOHN HART PTY LTD

August 1994 – October 2008

John Hart is a machine tool, special products and factory automation systems supplier employing over 60 people Australia wide. John Hart comprises of five key business units, machine tool and measuring systems, customer support, technology, second-hand machine tools and automation and robotics. John Hart is the sales and service centre for many popular engineering brands in Australia. John Hart Technology supplies software and IT services both in-house and to external customers.

I joined the John Hart executive committee in July 2002.

Responsibilities included reporting to the executive on matters concerning John Hart Automation and Robotics, researching opportunities for the company in new growth markets such as China and USA, reporting and recommending changes / improvements to technology and IT, participate, and recommend changes concerning the company

JOHN HART AUTOMATION AND ROBOTICS - GENERAL MANAGER

JOHN HART TECHNOLOGY (DALIAN) CO. LTD. - GENERAL MANAGER

March 2008

Key Achievements

Develop and implement a new business in Dalian, China including factory, machinery, liaising with Chinese Government Departments and Accountants

Employ and manage a Chinese engineering team.

Responsibilities

Report directly to General Manager of John Hart

Oversee the development and growth of Australia

Full financial responsibility of the Automation and Robotics division

Manage the Australian team of designers, factory employees and electricians.

Sales to both foreign owned and Chinese owned companies within China. Companies included Bosch, Yamazaki, First Automotive Company, Lincoln Electric, Sandvik

JOHN HART AUTOMATION AND ROBOTICS – MANAGER 2002-2008

JOHN HART TECHNOLOGY – MANAGER 2000 - 2002

JOHN HART ASSISTANT BRANCH MANAGER – VICTORIAN BRANCH 1998 - 2000

JOHN HART - SITE SUPERVISOR

JOHN HART - APPLICATIONS ENGINEER

CHEVIOT MANUFACTURING (ARROWCREST GROUP)

ROH INDUSTRIES (ARROWCREST GROUP)

Fitting and machining apprenticeship

January 1984 – January 1988

Apprentice of the Year –1988

EDUCATION

Full stack Web Development	2021 – 2022
Monash Uni (online course)	
Commercial Pilots Licence	2012
Fitter & Turner Apprenticeship	1984 - 1988

PROFESSIONAL COURSES

Training methods and evaluation
 Leadership and Interpersonal skills
 Level 2 first aid (Current)
 Occupational Health and Safety/ Risk Management
 Methods of Instruction for On-The-Job Training
 Sales Advantage
 Spin selling

SOFTWARE COMPETENCY

- Computer/PC
 - Microsoft Windows
 - Microsoft Office Suite
 - Mac OS and iOS
- Full stack web development, frontend, and backend.
- 3D CAD design + 3D CAM
- CRM

Addition software competencies on request

REFERENCES

Available upon request

INTERESTS & HOBBIES

Scouting

Cycling

Camping

Woodworking

Software development