

# Vince Lendrum - Company Director

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## Director Profile

**My passion is to help ambitious businesses and organisations fulfill their potential. Four unique areas of capability combine to deliver exceptional contributions to companies and their boards.**

**Global Perspective:** The world is increasingly one extended marketplace. Living, working and serving as a director in the UK, Japan, Australia, New Zealand, China, India and the UAE allows a uniquely global and world class perspective to be brought into the board room.

**Extensive Functional and Sector Experience:** CEO and Global Vice President roles (VP Asia Pacific and VP Sales & Marketing) have equipped me with extensive hands-on business experience across a broad range of business sectors including Education, ICT and Industry.

**World Class Skills:** Building on world class academic qualifications and training in Governance, Business, Finance and Technical fields, valuable and contemporary skillsets continue to be developed in Business Management, Leadership, Governance, Strategy Development, Executive Coaching, Sales and Marketing.

**A passion for successful business:** Fundamentally I am driven by being instrumental in making businesses successful; Successful for the shareholders, successful for the leadership and successful for related stakeholders. This is made possible by a well-balanced, personable style with a strong creative and strategic flair, intensely results orientated with an open, determined leadership style.

## Personal Details

Born on 21<sup>st</sup> September 1965.

Married with 2 children, based in NSW Australia.

## Education

2012 and 2008 Graduate - Australian Institute of Company Directors.

2001 MBA - IMD, Switzerland [www.imd.ch](http://www.imd.ch).

1994 Graduated from the EU's Executive Training Programme in Japan and Japanese Government Language Proficiency Certificate Level 3.

1992 CEng – Chartered Engineer, IEEE, UK.

1988 BA, MA, MEng - Cambridge University, UK [www.eng.cam.ac.uk/](http://www.eng.cam.ac.uk/).

1988 Certified Diploma in Accounting and Finance – ACCA, UK.

**Governance  
Experience**

Extensive experience has been gained by serving as a director for a broad spectrum of companies and their governing boards. This has spanned some 17 directorships across 7 different national jurisdictions. It includes serving as the CEO and Director of a company reporting into an independent board comprising University Vice-Chancellors, the NSW Chief Scientist and a former head of an Australian Trade Union, as well as serving as Chair of the Board of Trustees of a leading University in the Middle East. It covers the full range from independent company, through to joint ventures and subsidiary boards. It also includes entities that are for-profit and entities that are ultimately government controlled.

This experience, combined with continued studies at the Australian institute of Company Directors, equips me with a fundamental understanding of the principals of good corporate governance as well as extensive practical experience in the effectiveness of governing boards.

The strongest contributions have been in the areas of strategy setting and oversight, as well as governance and compliance, across a broad range of businesses and sectors.

**Board Position  
Chronology:****Board Positions:**

2007 – Present, Vince Lendrum Pty Ltd – Managing Director  
2014 – Present, MCI – Non-Executive Director  
2009 – 2012 ITC Limited – Managing Director and CEO  
2009 – 2012 ITC Education Limited - Director and Chairman  
2009 – 2012 IFSS Ltd – Director and Chairman (Joint Venture)  
2009 – 2012 University of Wollongong Dubai – Member of Board of Trustees (2009 – 2011 Chairman)  
2009 – 2011 ISEA – Director  
2009 – 2012 ISAA – Director and Chairman  
2009 – 2012 ITC New Zealand – Director  
2009 – 2012 ITC Middle East – Director  
1997 – 2007 Eurotherm Pty Ltd (Australia) – Managing Director  
2003 – 2007 Eurotherm Limited (UK) – Director  
2005 – 2007 Eurotherm Limited (Hong Kong) – Director  
2005 – 2007 Eurotherm DEL Limited (India) – Director (Joint Venture)  
2006 – 2007 Eurotherm (Korea) – Director  
2006 – 2007 Invensys Controls (China) – Director  
1994 – 2000 Eurotherm Japan Limited (UK) – Managing Director  
1994 – 2000 Eurotherm KK (Japan) – Director

**Governance  
Engagement**

Graduate of the Australian Institute of Company Directors.

Member of the Illawarra Regional Committee for the Australian Institute of Company Directors.

Chair for The Executive Connection Group and Associate Director for Amplifi Governance.

## **Executive Experience**

Since 2007 I have been running my own international management consultancy practice. During this period, I spent approaching 4 years as CEO of the ITC Group of companies, one of the largest and most successful commercial education businesses in the Australian tertiary education sector.

Between the years of 1988 and 2007, I held a variety of executive posts within Eurotherm, formerly Eurotherm plc. This included senior management roles in the UK, Japan, China and Australia and has taken me from Operations Management, through Country and Regional Management, to Eurotherm's VP Global Sales and Marketing, and finally VP for the Asia Pacific region.

## **Executive Position Chronology and Deliverables**

### **2007 – Present, Managing Director of Vince Lendum Pty Ltd**

[www.vincelendum.com](http://www.vincelendum.com)

- Established and successfully managing international management consultancy practice.
- Specializing in consulting and executive coaching, with clients from Australia, Switzerland, Germany, Japan, UK and Italy.
- Clients have spanned sectors including solar power technology, radar technology, internet technology, pharmaceuticals, biotech, import & distribution, industrial automation, training and education.
- Delivered significant business benefits to clients wishing to diversify and grow business activities.

### **2009 – 2012 CEO and Managing Director of ITC Limited and member of the University of Wollongong senior executive**

[www.itcltd.com.au](http://www.itcltd.com.au)

- Reporting to the ITC Board of Directors.
- The group portfolio included the University of Wollongong in Dubai (the premier international university in Dubai), UOW College, the International Film School Sydney and a broad range of services provided to the University of Wollongong (UOW) including domestic and international student recruitment, external relations, community partnerships and fundraising.
- Staff of 800 employees, revenues of \$60m, additional contribution of \$92m of international student fee income to UOW. Delivered \$22.6m of dividend contribution to UOW over 4 years.
- Diversified and grew the scope of educational programs across the portfolio, resulting in 39% growth in new enrolments in the University of Wollongong in Dubai in 2011.
- A strong emphasis on academic quality and compliance saw highly successful audits of both the Higher Education and Vocational Education activities.
- In recognition of a program of proactive staff development, awarded the EOWA Employer of Choice for Women citation for 10 consecutive years.
- Also, throughout this period, served as a member of the senior executive of the University of Wollongong under Professor Gerard Sutton, AO, and Professor Paul Wellings, CBE.

**1988 – 2007 Eurotherm plc then becoming the Eurotherm Business Group of Invensys plc [www.eurotherm.co.uk](http://www.eurotherm.co.uk)**

Eurotherm is a leading high-tech electronics and software supplier to a broad spectrum of technology and industrial markets. Annual turnover is approximately \$200M with an OPBIT consistently over 15%. Eurotherm plc was acquired by Invensys plc.

**2004 – 2007 VP Asia Pacific, Eurotherm plc**

**2000 – 2004 VP Global Sales & Marketing / Business Development, Eurotherm**

**1997 – 2000 Managing Director, Eurotherm Pty Ltd, Australia**

**1994 – 1998 Managing Director, Eurotherm (Japan) Ltd**

**1993 – 1994 Member of the European Union's flagship Executive Training Program in Japan**

**1990 – 1993 Production Manager, Eurotherm Controls Ltd, UK**

**1988 – 1993 Manufacturing Engineer, Eurotherm Ltd, UK**

- Fast-track management career with a direct reporting line to the CEO since 1994.
- Leadership responsibilities ranged from project management, factory management, country management, sales and marketing management and culminating in regional management.
- As VP Asia Pacific, P&L responsibility for entities in Australia, New Zealand, Japan, China, Korea and India with revenues growing from \$15m to over \$35m with approximately 100 employees.
- Successfully championed acquisition of remainder of Indian JV, won major contracts in China Power industry totaling over \$4m, and established new legal entity in Shanghai.
- As VP Global Sales and Marketing had direct responsibility for a team of approximately 100 UK based Sales and Marketing professionals and responsibility for a global sales and marketing team of 425 people (revenue \$200m, overhead budget \$50m).
- Successfully realigned sales and marketing strategy and global resources around target vertical markets, and was instrumental in putting knowledge management and consistent, contemporary processes at the center of the selling organization.
- As Managing Director of Eurotherm's subsidiaries in Australia and Japan, improved business performance and profitability and drove diversification into new market segments.
- As Production Manager at Eurotherm Controls, drove the lean transformation of the factory, becoming a government exemplar for 'Just-in-time' best practice in the UK.

*Vince Lendrum*

[www.vincelendrum.com](http://www.vincelendrum.com)