curriculumvitae

John Murray

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Education

2003 **University of Queensland**
Masters of Business Administration

2002 **University of Queensland**
Graduate Diploma Business Administration

2008   IAP2 Certificate in Public Participation (all modules)

Associate Diploma in Mathematics & Computing

Employment

2007 -present   Integrated Analysis Pty Ltd, Director

Since joining Integrated Analysis in 2007 John Murray has provided management services for a number of major infrastructure projects. John has particular expertise in the development and integration of data base technologies with communication and consultation processes to improve information management. Examples of major projects follow:

NSW Transport and Infrastructure 2007 – ongoing

Bus Reform and Service Improvements in NSW
The NSW Government's bus reform program now incorporates community consultation and regular service reviews into service planning. John has played a key role in the consultation and service review process. He has produced the consultation report following widespread surveying of each new contract service regions. This has involved compiling, cleansing and analysing data and stakeholder submissions to identify the key demands for modifications within each bus route. His work has enabled Ministry of Transport to respond promptly and offset negative media attention and public opinion backlash by providing rapid interpretative data relating to major bus network schedule and route changes.

John has also established a useable data resource for the North West Metro project team to communicate rapidly and effectively with interested industry groups and the public for the purpose of briefings and submissions.

Southern Sydney Freight Line (Australian Rail Track Corporation)
2008-ongoing
John supports the community liaison team ensuring consultation and communication activities comply with community relations statutory reporting. His role includes development and ongoing maintenance of the community liaison database. He occasionally chairs the Community Liaison Group meetings and regularly takes the meeting notes along with generally assisting with community liaison. He is also responsible for the generation of regulatory reports and oversees complaint handling, dispute resolution and notification procedures.

Thomas Direct Pty Ltd   2002 -1998
Role: Business & Development Manager

Thomas Direct is one of the largest independent outbound marketing call centres in Australia. They were responsible for the fundraising activities of a number of charities including The Endeavour Foundation art union, RACQ Careflight and the Arthritis Foundation. They are also one of the major marketing channels for Optus LD and LAR sales.

Key Achievements

•   Succeeded in broadening the funding base of a number of organisations by negotiating transactional contributions from a range of product sales.

•   Pioneered the co-ordination of favourable publicity and media coverage with fast response database driven fund raising campaigns targeting the publicised local areas.

•   Enhanced the use of technology solutions to better manage campaigns and maximise sales and fundraising for various clients such as CareFlight, Optus and Arthritis Foundation.

•   Increased the range of services the company was able to offer thereby broadening the client base.

MACPRO Software Pty Ltd 1997 -1993
Role: Queensland Manager

Macpro Software Pty Ltd was the software supplier to the Real Estate Institute of Victoria. The organisation developed Trust Accounting and Sales Management packages owned by the REIV and utilised by the majority of real estate groups in Victoria at the time.

Key Achievements:

•   Established a base of operations which effectively opened the market in Queensland and weakened the existing monopoly

•   Successfully marketed the product and promoted strong brand awareness in the Queensland real estate industry through seminars, trade displays and targeted marketing techniques.

•   Converted 150 major real estate sites to the Macpro software packages in the first 2 years of operation. This surpassed all other states in rate of market penetration and increase in market share.

- Established Macpro as the premier software supplier for real estate trust sales management packages in Queensland

- Developed strong alliances and relationships with key industry groups and regulatory authorities.

C & A Electronics 1993 -1986
Role: Managing Director

C & A Electronics was started in November 1986 and grew to become the major repairer in Australia of electronic control systems used in the operation of electric wheelchairs and scooters. As part of the operation the company was often called upon to develop specific solutions for mobility control that allowed disabled persons to interact with their work environment and achieve a greater degree of independence. These projects often involved development of sophisticated electronic systems that enhanced communications and allowed clients to manipulate their environment. The company also undertook service contracts and repair of medical diagnostic and monitoring systems used in hospital ICU's and Radiology practices. We also repaired and serviced industrial process control systems.

Diasonics (Australia) Pty Ltd 1986 -1983
Role: Queensland Manager

Diasonics was a major American based innovator and supplier of Diagnostic Ultrasound Imaging and Digital Angiography technology worldwide. They were established in 26 countries and were one of the fastest expanding technology companies in the world during the 1980's. John successfully established a base of operations in Queensland achieving 150% growth for the company over 2 ½ years, the largest growth of all states in Australia.

Referees whom you may contact immediately:

Jody Connor
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Ministry of Transport
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Other referees are available upon request.

Additional Documents Available

- A copy of my tertiary academic transcript