

MICHAEL STEFULJ

PERSONAL DETAILS

Name Michael Stefulj
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Languages: English Fluent
Croatian Fluent, studied Slavic linguistics – providing verbal communication skills in other Slavic languages.

PROFILE

Michael Stefulj is results focused, business professional with over twenty (20) years experience working with and within global multinationals in the industrial, manufacturing, mining and gases industry. He has personally developed and/or provided leadership to multi-disciplinary teams, where contract values have been as high as \$ 50 Million. Having a unique approach, Michael, applies creative yet robust, strategic negotiation and market oriented thinking to develop businesses and define strategic solutions,

His career, with organisations such as Peko Wallsend, The Commonwealth Industrial Gases and BOC Limited has resulted in well-developed skills in sales, marketing, business development, fiscal management, negotiations and personnel development. Through his focus on quality and innovation, he has created new standards that have become his customer's Frameworks for RFI & RFQ development, Sales Proposals, Agreements and Contracts as well as associated bid approval procedures.. More recently he has provided services to Bechtel and Comalco Aluminium Limited, in developing an overall solution and providing proposal management for gases supply for an air separation unit at their new \$1.5 Billion Alumina Refinery, in Gladstone Australia.

EDUCATION

Graduate Diploma, Strategic Marketing, IMI, 98
Executive Management Program - Strategy & Planning, Columbia University, 95
Bachelor of Science (Metallurgy), UNSW, 86
Master of Science (Materials Science & Engineering), UNSW – submitted.

KEY SKILL AREAS

Business Development
Negotiation
Opportunity creation, identification & assessment.
Marketing – Market Research/Business Analysis
Strategy Development & Planning
Investment case preparation and financial modelling
Sales & Account management - Proposals, Tenders & Contracts
Applied Information Technology – Sales, Marketing and Customer Service systems
Programme Management of cross-functional teams

RECENT CAREER HISTORY

9/1998-current

Position:

ESP Consulting

Partner

9/1996-8/1998

Position:

BOC Limited

Marketing Manager/ Business Manager

7/1994-9/1996

Position:

BOC Limited

Regional Business Manager, Packaged Plants
Global Team Leader, HT/HP Oxygen Package Plants Product Development.

Earlier positions include;

Each of these resulted in a progressive increase in responsibilities by taking on challenging positions and successfully meeting or exceeding objectives.

Prior to 1994

The Commonwealth Industrial Gases	Marketing Manager (Metals & Minerals)
The Commonwealth Industrial Gases	Sales Development Manager
The Commonwealth Industrial Gases	Sales Engineer
Leco Australia	Sales Engineer
R & B International	Commodity Analyst
Citizens Gold Bullion / Papua Mint	Metallurgist
Peko Wallsend	Trainee Metallurgist
De Fax Sporting Publications	Computer Operator
University of NSW	Metallurgical Process Modeller

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Referees available upon request: