

PROFILE

STEVE PITT

PROFILE SUMMARY

Steve Pitt has more than thirty years experience (in Australia and the USA) in managing and consulting in business and IT management, accounting, vendor management and customer service. Steve has worked across a range of industries which includes financial services, software services, healthcare and security services. Major companies include, Bridges Financial Services, Australian Wealth Management, Australian Health Management, CUSCAL, ULTRADATA Corporation, KLIKON Solutions and EGroup..

Steve's areas of responsibility's include, Chief Operating Officer, Chief Information Officer, Group General Manager, and Head of IT.

Steve holds BA Management (Hons) and is a member of Australian Institute Management, Institute of Public Accountants and ISACA.

PROFESSIONAL SUMMARY

- Senior Executive with a successful track record in Australia and the USA of delivering results through targeted short and long-term planning and exceptional development of key personnel.
- Experienced in all aspects of corporate growth through a fifteen-year association with a start up USA financial services software company that culminated in a successful NASDAQ listing.
- Proven track record in management of start up subsidiary companies with implementation budgets in excess of A\$20 million.
- Credited for developing innovative strategies to both grow and retain customer bases that demonstrate above average loyalty and referral ratios in a highly competitive marketplace.

KEY STRENGTHS & FOCUS

- Utilise strong communications and diplomacy skills to effectively establish rapport, develop credibility and maintain effective relations with all levels of executives, associates and clients. I understand the importance of building credibility and trust in all aspects of my relationships.
- Encouraged and piloted the growth and successful expansion of a start-up operation through effective management strategies, strong industry knowledge and superior customer service principles.
- Skilled and experienced in leading and managing people with a diverse range of skills and personalities that are required to focus on common goals and objectives.
- Experienced in initiating and monitoring strategic planning and business analysis for both mature and high-growth business segments for a software and services company.

KEY ACCOMPLISHMENTS

- Led the team that successfully demerged its technology services and infrastructure during a recent Wealth Management public listing spin-off
- Established a start up subsidiary company in Australia to develop, market and support a new core banking system for Australian Credit Unions. Achieved successful pilot implementation with largest credit union in Australia, on time and within budget. Met all financial targets that culminated with credit unions using the system with combined assets in excess of A\$3 billion.
- Designed, implemented and creatively generated US\$1.5 million in start-up revenue with advance customer commitments for a Disaster Recovery Centre that produced US\$600,000 in annual revenues, at a profit margin of over 60%.
- Founded and developed a management consulting group to provide strategic consulting to client's senior management staff. This group researched and recommended software purchases and their usage to provide clients with a competitive advantage in the aggressive US financial services market place.

