

PROFILE STEVE PITT



Professional Profile

- IT Executive with a successful track record in Australia and the USA of revenue and profit enhancement through exceptional development of key personnel, targeted short & long-term planning, and superior customer service strategies.
- 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 US\$60 million 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 at all levels. Understands 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 customer service.
- 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 of new system with largest credit union in Australia, on time and within budget.
- 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 successful management consulting group to provide strategic consulting services to client's senior management staff.