

"WE ENGAGE MEANINGFULLY WITH OUR CLIENTS TO UNDERSTAND THEIR REQUIREMENTS & WORK COLLABORATIVELY TO DEVELOP INNOVATIVE SOLUTIONS."



BARRY O'SULLIVAN

DIRECTOR/BUSINESS DEVELOPMENT MANAGER

POSITION SUMMARY

The Director and Business Development Manager (BDM) works to ensure the integrity of the Newlands Group and to improve the market position of the organisation by achieving financial growth with strategic goals; building key customer relationships; identifying business opportunities; negotiating and closing business deals and maintaining extensive knowledge of the current market conditions. The BDM ensures all projects and actions of the Newlands Group are carried out in accordance with the Newlands Group Policies and Procedures including Work Health and Safety Act 2011 and the Newlands Group Environmental System and legislative requirements.

Barry has more than 15 years of experience in all aspects of civil and property development. As the founder of Town and Country Industries (forerunner to the Newlands Group), Barry has been fundamental in the growth, development and success of the Newlands Group. Blending his position as Director with the BDM role means Barry is ultimately responsible for developing innovative construction solutions and ensuring these solutions meet the changing needs of clients. Barry places strong emphasis and importance on employment of Indigenous people, people with disabilities and staff safety and welfare.

QUALIFICATIONS AND AFFILIATIONS

- Qualified Plumber and Gas Fitter

AREAS OF EXPERTISE

- Corporate governance
- Leadership and corporate management
- Marketing and business development