
RESUME

PETER SANDERS

Contact Telephone: 0439 927 097
Background: 10 years helicopter flying, 20 years Marketing, Business Development & Bid Management, Sales, Pricing, Administration and banking and finance
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CURRICULUM VITAE

Personal Details

NAME: Peter Andrew Sanders

BASE ADDRESS: 52/22 Jennifer Avenue
Runaway Bay QLD 4216

TELEPHONE: (M) 0439 927 097

D.O.B.: 29 December 1966

MARITAL STATUS: Married

QUALIFICATIONS/TRAINING: UAV Controller Certificate
Commercial Pilot's Licence (Helicopters)
Dangerous Goods Certificate
Senior First Aid Certificate (St John Ambulance)
Real Estate Certificate
Bachelor of Commerce
(Marketing & Organisational Management)
(University Of New England)
Public Relations Advanced Certificate
(Meadowbank College of TAFE – Sydney)
Public Relations Basic Certificate
(Meadowbank College of TAFE - Sydney)
Higher School Certificate
(Pennant Hills High School – Sydney)

OTHER SKILLS/TRAINING: MS Word, Excel and PowerPoint
Computer Literacy
Public Speaking
Quality System Auditing
Developing Training Competence
Effective Writing Skills

INTERESTS/HOBBIES: Aviation, Photography, Music, Fishing, Squash, Snow Skiing,
Movies, Most Sports, Golf, Exercise/gym

CAREER SUMMARY

<u>Company</u>	<u>Position</u>	<u>Period</u>
Heliwest (Moomba)	Touring Helicopter Line Pilot	Oct 15 – Present
HeliSpirit WA (Kununurra)	Helicopter Line Pilot (seasonal) (seasonal) (seasonal) (seasonal)	May 09 – Oct 09 Feb 10 – Sept 10 Mar 11 – May 12 Mar 15 – Sept 15
James' Lawn & Garden Care (Cairns)	Business Owner/Operator	May 13 – Mar 15
GBR Helicopters (Cairns)	Helicopter Line Pilot (casual)	May 13 – Mar 15
Heliwest (Perth)	Touring Helicopter Line Pilot	May 12 – Feb 13
Helireef (Hamilton Island)	Helicopter Line Pilot (seasonal)	Nov 09 – Feb 10 Nov 10 – Dec 10

Non-recent AVIATION employment history (summarised)

Strath Air Helicopters	Helicopter Line Pilot	Feb 08 – May 09
Tropic Helicopters	Tuna Boat Helicopter Pilot	May 07 – Dec 07
Alice Springs Helicopters	Helicopter Line Pilot & Marketing	Oct 05 – May 07
Airwork Helicopters	Trainee Helicopter Pilot	Mar 05 – Sept 05

Non-recent BUSINESS employment history (summarised)

Fieldforce Services Pty Ltd	Bid Manager	Mar 03 – Mar 05
Group 4 Securitas Pty Ltd	Marketing Manager (NSW)	Sept 98 – March 03
Pickfords Records Management	Business Development Manager (ACT)	Feb 96' -Aug 98'
Capricorn Society Limited	Sales Representative	Oct. 93' - Feb. 96'
Liquorland	Casual Store Assistant (Ingleburn, NSW)	Apr. 93' - Oct. 93'
Daihatsu Australia Limited	Pricing Manager	Jul. 90' – Apr. 93'
Chase AMP Bank	Training Administration Officer	Mar. 88' - Jul 90'
State Bank of NSW	Teller	Dec 84' – Mar 88'

CAREER HISTORY

Most Recent Employers - Summarised

<u>Employers:</u>	Heliwork WA, Heliwest, HeliSpirit, GBR (Cairns), Helireef, Strathair Helicopters
<u>Position:</u>	Line Pilot (incl. operations, marketing & administration)
<u>Tenure:</u>	Refer dates in previous page
<u>Nature of Business:</u>	Tourism, charter and commercial helicopter services.
<u>Key Responsibilities:</u>	Scenic flights General Charter Aerial photography Survey work Business administration & marketing

Previous - Aviation

<u>Employer:</u>	Tropic Helicopters - Micronesia
<u>Position:</u>	Line Pilot – Tuna Spotting (Western Pacific region)
<u>Tenure:</u>	May 2007 – December 2007
<u>Nature of Business:</u>	Contract helicopter services to the tuna fishing industry in the Western Pacific region.
<u>Key Responsibilities:</u>	Tuna spotting & mustering (H500) Weekly and monthly reporting Management of aircraft records & flight and duty times Assistance in aircraft maintenance
<u>Employer:</u>	Alice Springs Helicopters
<u>Position:</u>	Line Pilot & Marketing
<u>Tenure:</u>	October 2005 – May 2007
<u>Nature of Business:</u>	Tourism, charter and commercial helicopter services
<u>Key Responsibilities:</u>	Charter flying services, Aircraft maintenance Marketing and office duties (tourism & commercial), Quoting Liaison with airport management, Development of safety management system, Passenger statistics & administrative activities

Previous - Business

Employer: **Fieldforce Services Pty Ltd**

Position: **Bid Manager**

Tenure: **March 2003 – March 2005**

Nature of Business: Utility support services. Supply of water, gas and electrical field personnel for large labour contracts.

Key Responsibilities: Bid strategy and Tender preparation (State & National)
Solution development
Project Management
Strategic marketing and planning
Sales/marketing presentations
Contract pricing and solution recommendation
Pricing strategy development
B2B Sales & Marketing
Client presentations

Employer: **Group 4 Securitas Pty Ltd**

Position: **Marketing Manager (NSW)**

Tenure: **September 1998 – 14 March 2003**

Nature of Business: Security, facilities & risk management labour services

Key Responsibilities: Extensive Bid Management & Tender preparation (NSW & National)
Solution development
Project management
Price strategy formulation, analysis & negotiation
Contract profit and loss analysis
Strategic marketing and planning
Sales/marketing presentations
B2B Sales & Marketing
Client presentations
Account Management
Over achievement of sales targets - 4 years.

Other Positions Held: Business Manager – Client Services (6 month secondment)
Business Development Coordinator

Previous 14 Years – 1984 to 1998

Employer: **Pickfords Records Management**
Tenure: **February 1996 – August 1998**
Nature of Business: **Document Management & Secure Storage**
Positions Held: Business Development Manager - ACT
Account Executive - NSW (Homebush Bay)

Employer: **Capricorn Society Ltd.**
Tenure: **October 1993 – February 1996**
Nature of Business: **Automotive Parts Buying Co-operative**
Position Held: Sales Representative - NSW

Employer: **Liquorland**
Tenure: **April 1993 – October 1993**
Nature of Business: **Liquor Distributor**
Positions Held: Casual Store Assistant

Employer: **Daihatsu Australia Limited**
Tenure: **July 1990 – April 1993**
Nature of Business: **Motor Vehicle Importer**
Positions Held: Parts Pricing Manager
Sales Manager – Accessories & Air Conditioning
National Parts Training Officer
National Parts Marketing & Training Officer

Employer: **Chase AMP Bank Limited**
Tenure: **March 1988 – July 1990**
Nature of Business: **Banking & Finance**
Positions Held: Training Administration Assistant
Marketing Assistant
Transaction Processing Officer

Employer: **State Bank of NSW**
Tenure: **December 1984 - March 1988**
Nature of Business: **Banking & Finance**
Positions Held: Teller
General Banking Officer (Term Deposits)