

MARK WOOD-COLLIER



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Business Development and Strategy Manager

Areas of expertise

- Focus Advisory
- Business and Entrepreneurial Support
- Business Purchase Specialists

Areas of service

- Business Planning and Strategy
- Virtual CFO
- Due Diligence on Business Purchase
- Business Valuation

Qualifications

- Chartered Accountant
- Bachelor of Commerce (Accounting and Finance)

Skills

- Business advisory and mentoring
- Relationship building
- Business strategy
- Performance management
- Stakeholder management
- Financial analysis and modelling
- Project finance
- Due diligence
- Business valuation
- Process improvement

I'm passionate about self-improvement; for myself and others. Whether it's by learning a new skill or from your past, training your fitness and resilience, encouraging creativity, meeting new people and discovering different opinions, exploring far flung destinations, taking on a challenge or conquering a fear. A life of continuous learning and exploration is one well spent.

Description of role

Mark leads the Focus Advisory division and is a Chartered Accountant with over 15 years in the accounting and finance industry. He specialises in assisting business owners and entrepreneurs develop growth strategies and with merger and acquisition activity. Mark enjoys building relationships and exploring opportunities to create long term value.

Prior to joining Walsh Accountants, Mark worked for PwC in Sydney, Melbourne and Perth, where he developed extensive business acumen and financial analysis expertise; and, for Origin Energy and CBA, where he gained significant experience in strategic decision making, commercial management and business performance management.

Career highlights

Project manager responsible for the planning, development, coordination and delivery of CBA Group's semi-annual Profit Announcement to the external market.

Development of a dynamic contract summation model during vendor due diligence for Leighton Holdings Limited's and Apollo Global Management's Services JV; merging the operations and maintenance services businesses of the Leighton Group.

Implementation of Tableau in Origin Energy's Energy Markets business for senior leadership management reporting of financial performance, operational metrics, cost saving initiatives and bonus incentive measures.

Financial advisor for NSW Treasury's \$1.75bn long-term lease of the Port of Newcastle, which reflected a 27 times multiple and included a complex carve out and vendor due diligence.

Personal interests

Mark loves pairing travel with scuba diving and enjoys networking and keeping active through running, cycling and volunteer surf lifesaving with North Burleigh SLSC.