

Dominic Walls – Resume Feb.2018

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D.O.B. 14 January 1971

Address: Marine Parade, Labrador, Queensland.

Overview:

I am an organised and effective communicator with a desire to achieve and exceed, Having extensive and varied knowledge in the information technology, sales, transport, and relocations industries I believe I can make a positive contribution to your company.

Over the last three years I have been working as a subcontractor to a couple of companies and working for myself. Total Hoarding Services installs shop hoardings around South East Queensland and I have been assisting on several of their projects. Dave Neil, one of the owners, and I have known each other for many years after I sold him a motorcycle and remained friends, Also, I have been installing floating laminate and vinyl flooring in residential homes around the Gold Coast and surrounds, I have been working under my own ABN and recently work has died off. I feel now is the time to acquire full time employment with a steady income as my circumstances have changed.

Referees at the end of this document.

Employment History/Experience:**August 2016 – Present****Courier, Flooring Installer and General Labourer****Dom Delivers, Labrador**

Being an ABN holder, I have been assisting a couple of friends with their businesses. Laying laminate and vinyl flooring and general labouring building shop hoardings in and around the Gold Coast. I have also been delivering whitegoods and other items for people who found my ads through Gumtree and Facebook. While it has been great working for myself and friends over the last couple of years there comes a time when a steady income is needed. My wife has a back injury that has forced her out of the work force,

August 2012 – August 2016**Motorcycle Sales Consultant****Springwood Suzuki aka Motorcycles 'R' Us**

Having previous dealings with the sales manager (Stephen Hagate) through my work at Gasoline Alley I was asked if I would like to join the team. I have enjoyed my time here and regularly achieve the highest sales and finance penetration rates among the sales team. Over the last 12 months I have achieved sales figures of 281 Motorcycles and Sea Doo's with a GP of approximately \$225000 and a Financial Turnover of \$3.35mil. This last year has been one of the toughest years on record for Motorcycles R Us. However, I managed to increase my numbers across the board. I sell more accessories per unit that anyone else at our dealership and have a finance penetration rate of around 35%.

June 2011 – August 2012**Motorcycle Sales Consultant****Gasoline Alley Harley-Davidson**

While working in this new Harley-Davidson dealership as a Motorcycle Sales Consultant, I found pleasure in exceeding the expectations of my customers regarding the service I offer. Also, I have achieved a

good working relationship with my co-workers and have very much enjoyed my tenure here. I am goal orientated and eager to continue expanding my skill sets. Unfortunately, with the employment of a third sales manager in less than one year I felt there was not enough job security in this dealership and chose to move on.

May 2010 – January 2011

**Business Manager
Rolfe Subaru**

I was offered the job as The Business Manager for this prestige car dealership not knowing what lay ahead. I was responsible for Finance and Insurance Sales within the dealership and as such have completed several courses and assessments to comply with new ASIC & NCCP laws. This has been a rewarding job. I had achieved a consistent penetration rate with finance and insurance products and have been offered to stay on at Rolfe Subaru. However, family reasons dictated I move to the Gold Coast.

May 2006 – April 2010

**IT Technician / Relocation Supervisor / Truck Driver
4D I.T. Project Support**

4D supplies IT solutions to government departments and the private sector in Canberra and nationally, primarily focusing on relocation, roll-out, refresh, and secure destruction and system support. During my time at 4D I have increased my practical knowledge of project management, asset tracking, imaging and network administration also, undergoing workplace training. The knowledge I have gained has been recognised through a Certificate 3 in Network Engineering and advancement within the company. I have been the Team Lead/project officer on many PC and Server relocations nationally. I have been instrumental in the roll-out of over 50 000 computers in a logistics capacity and as a Network Administrator. During these processes I worked closely with Project Managers and junior staff to deliver, image and install computers in a timely manner.

October 2005 – May 2006

**Furniture Removalist / Truck Driver
Allied Pickford's**

I worked with Allied Pickford's part time while Studying Information Technology at Reid CIT. In this role I was responsible for the management and relocation of local, interstate, and international clients for private and public-sector clients. I am fully aware of the OH & S practices relating to warehousing, loading and unloading of trucks and containers. Given my extensive experience with this type of work I would be called upon to lead teams/projects of up to 20 removalists.

February 2004 – October 2005

**Bar Attendant, Eures Support Services, Australian Defence Force Academy, CANBERRA
Steward - Kitchen Hand/Housekeeping**

1999 – January 2004

Construction Supervisor, Corporate, Batak Pty. Ltd. SYDNEY

Batak is well-respected company operating within the exhibition and conference industry in Sydney. As supervisor I coordinated up to 40 staff to build exhibition sites and displays throughout Sydney's many exhibition halls and hotel conference rooms. I would coordinate the delivery of trucks, staffing levels and equipment required to completely erect corporate events or trade shows, often to a tight deadline. This industry is seasonal and often involves night and weekend work, so I continued working for Batak Pty. Ltd. while undertaking other jobs.

March 2002 – December 2003

Barista/Waiter/Bar Attendant, Industrie South of France, Pitt St, SYDNEY

March 2001 – September 2001

Operations Manager, Whirlwind Removals Pty. Ltd. Brookvale, SYDNEY

Whirlwind Removals is a medium sized furniture removals company based in Sydney's North Shore. With responsibility for the smooth running of all facets of the business, I managed staffing levels and rostering for 5 trucks, including, but not limited to on road coordination, quoting on jobs and the overseeing of large removals, customer satisfaction, book keeping and daily banking. I gained invaluable insight into the daily operations of a medium sized business.

Education/Courses:

- School Certificate, Vaucluse High School, SYDNEY.
- MR Truck Licence, SYDNEY.
- Adult Preparatory Studies, CIT Woden, CANBERRA.
- St Johns Ambulance Senior First Aid, Surry Hills, SYDNEY. (Expired)
- Professional Selling Skills, Australian Institute of Management, Parramatta, SYDNEY.
- Defensive Driving Course, Oran Park Speedway, SYDNEY.
- Responsible Service of Alcohol Certificate, Euresst Support Services, CANBERRA.
- Food Safe Certificate, Euresst Support Services, CANBERRA.
- Certificate 3 in I.T. (Network Engineering) Workplace Assessments, CANBERRA.
- Applied Project Management through Australian Institute of Management, CANBERRA
- OH&S White Card, Queensland.
- NCCP compliance, CANBERRA.
- Certificate 3 in Investigative Services, Australian Security Academy, HOPE ISLAND.

Before 1999 I have worked as an MR Licensed Truck Driver, Fork Lift Driver and Supervisor in the construction, logistics and furniture relocations industries.

REFFEREES:

Dave Neil – Total Hoarding Services 0433 811 726

Craig Woods – Motorcycles 'R' Us 07 3208 7999

Matthew Matthaei - Rolfe Subaru 0411 105 002