

**Name: Robert Wallace**  
**Position Applied For:** Committee  
**Nominator:** Mike Scott  
**Secunder:** Denis Donaghy

Current Employer: Redlynch Valley Estate.  
Position: General Manager  
Period: 1997 – present

## EXPERIENCE

1. Sales: Extensive land and house sales from initial mater planned estate and developing it right through to the current suburb of 850 blocks with 700 sold.
2. Management: Guiding, directing, inspiring and managing sales .and administration staff in all areas of teamwork, sales and personal development.
3. Communication skills of exceptional level in business, incorporating negotiation, problem solving, aiming for a win/win situation, follow up customer satisfaction and the ability to deal effectively with all types of people.
4. Good leadership to direct and inspire belief in people and the outcomes.
5. Organisational skills and management of all resources as demonstrated by successful development company and organised sporting events.
6. Work ethic: I have worked for 11 years in development and real estate industry if it wasn't for my work ethic and self motivated attitude I would not have achieved the success I am proud of today. It's important to know the real estate industry is a revolving door and it requires people to have high levels of skills, dedication, hard work, perseverance, constant training/development, and belief in what you can do and how you can help people achieve what they want. That's if you want to be on the top of your game.
7. Community: Establishing a suburb that is well known and regarded for being labelled a "community" due to vast array of works incorporating sporting, charity and family events and facilities throughout the estate.
8. Marketing: From initial concepts, developing campaigns through all media, negotiating, establishing market leadership, planning budgets, through to corporate branding and identity.
9. a) Innovative marketing campaigns through radio, press, television and internet.
10. b) I believe marketing is in everything I do from general conversations, planned advertising campaigns, exceptional care of clients, team members and all public interaction through to innovation and thinking outside the square to get results.
11. Event management:
12. a) Successful and ongoing sporting events organised, planned, managed and hosted. Some of these include; Redlynch Valley Estate Multisport 8 hour race, Golf Days and right through to 3 day non stop adventure races.
13. b) Community based projects for the purpose of building long term good quality of living for current and future residents and enhancing the high quality of Redlynch Valley Estate for future buyers/residents

14. c) Sponsorship - large numbers gained and retained for various sporting events, high level of respect and trust from individuals and businesses in what I can deliver for them consistently
15. d) Functions – opening nights, art exhibitions and various celebrations organised from start to finish.

#### ATTITUDES & BELIEFS

16. lifetime passion for basketball (playing in a teams for more than 20 years, watching all levels, coaching, NBL and NBA devotee, shall I go on!)
17. Taipans loyal supporter in all possible ways from being original (and continued) season member even before very first game, following them interstate to support team, belief and support of our throughout all highs and lows.
18. Having the belief that the Taipans provide a lot for the community, not just on a financial level or national identity, it gives the youth a direction to look towards.
19. I have a belief that game night can be one of Cairns best entertainment events with careful planning and community involvement.
20. passion and commitment to the grassroots of basketball being the juniors and their development in life and sport.