

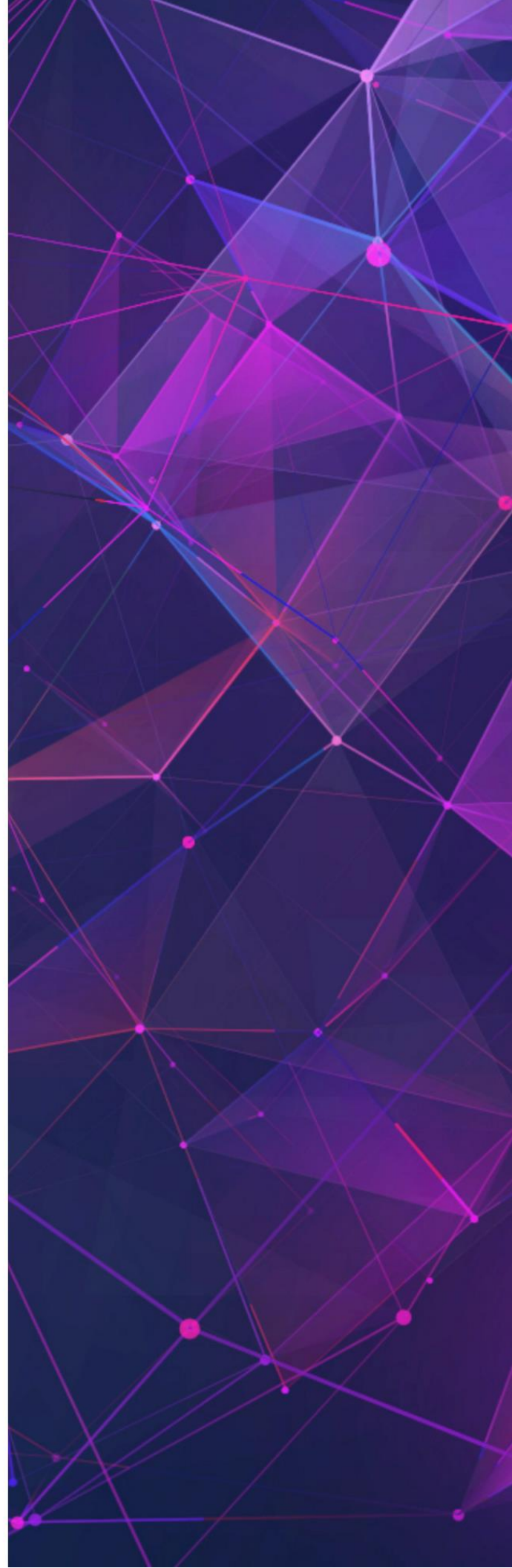
# DAVID HUTTON

*Management Professional, Business Owner, and Strategic Leader*

Strategic leader, with 17 years experience leading the business, delivering a comprehensive change program, I can demonstrate both the operational acumen to identify mission-critical business improvements and the leadership skills to deliver them.

In my previous role, I have led an ambitious and now a successful strategic change plan to grow the business, driving organisational change without dramatically increasing head count. Instead, I have led a significant investment program extending from asset upgrades to training and development programs, allowing us to retain our existing staff and move our staff into value-add areas of the business as we automate previously labour-intensive processes. As a result, we have almost tripled volume in the last 11 years and moved margins from little over 1% to close to 18%, whilst rolling out a suite of customer experience improvements, such as improved self-service interfaces.

In addition to the impacts at an organisational level, I am proud to have built an exceptionally high-performing team of senior direct reports, themselves able to oversee a motivated workforce, able to grow and change in line with emerging developments in the operating environment.



# David Hutton

PO Box 57, Tanunda. SA 5357  
david@insiemeone.com.au | 0417 846 686

---

## PROFESSIONAL EXPERIENCE

- **2019 - current**                      **Business Owner, Microsoft Dynamics 365 Integration**
  
- **2007 - 2019**                      **General Manager, Vinpac & Wine Operations**  
*Vinpac International, Dorrien Estate & the Isabel Winery supply specialist wine bottling, winemaking, laboratory and warehouse services to the Endeavour Drinks Group and other wineries throughout Australia and New Zealand.*

## ACHIEVEMENTS

### Change Management

- Led comprehensive transformation of business during 11-year tenure, following PE-backed MBO
- Took over business, which had been divested by Fosters to Archers Private Equity, inheriting:
  - Portfolio with at least 40% of all accounts considered at-risk
  - Underperforming assets, which had received no investment for years
- Grew business from revenues of \$75m to \$160m, over the last 11 years
- Created on team with one aim across wine making and manufacturing
- Drove increase in EBIT performance from 1.2% to 10% over same period
- Worked with our teams to create a people first environment completely transforming our business
- Achieved turnaround in cost-base, including:
  - Leading baseline review of business operations
  - Taking \$20m in costs out of the business (Contract Negotiations)
  - Reconfiguring hierarchy to focus on functional personnel rather than layers of management
  - Retraining rather than retrenching staff to fit new organisational requirements Identified suite of process optimisation and automation opportunities, such as: Developing customer-facing applications to allow customers to self-service, automated *ticketing* style system, and generating work orders and dispatch requests

# David Hutton

PO Box 57, Tanunda. SA 5357  
david@insiemeone.com.au | 0417 846 686

---

- Delivered significant capital gain, with entity bought at \$190m and sold at \$340m 4 years later

## Operational Leadership

- Led, motivated, and mentored senior team of direct reports, comprising: Sales Manager
- Finance Manager
- HR Manager
- Operations Manager
- Quality Manager
- Site Manager
- Senior Winer maker
- Operations Manager Wineries
- New Zealand Wine makers/operation Manager
- Provided indirect leadership to staff cohort of just under 350 personnel
- Maintained excellent Industrial Relations in heavily unionised environment, by: Demonstrating focus on training and development
- Delivering wage budget savings via natural attrition (not back-filling roles)
- Led \$10m warehouse investment project, using technology to avoid increase in headcount Overhauled inventory management processes to improve stock on hand

## ➤ 1999-2007

### Operations Manager, *Vinpac International*

#### ACHIEVEMENTS

- Headed up Operations for Group, which included operations in: Australia, UK, and France
- Managed operations with turnover more than \$100m
- Managed key supplier relations and procurement across Europe, seconded to UK for 6 months to establish the new operation, including setting up warehousing and distribution
- Determining product, price, and brand (customer offer) for new market Acting as Marketing Manager during launch

# David Hutton

PO Box 57, Tanunda. SA 5357  
david@insiemeone.com.au | 0417 846 686

---

## ➤ 1993- 1999

**National Distribution Manager, *Cellarmaster, Nexday***

### ACHIEVEMENTS

- Oversaw 5 distribution sites across Australia
- Led transport, distribution, and negotiation with external business Managed workforce of c. 100 via 5 direct reports
- Developed strategies to improve logistics, against known drivers of demand, including: Press offers and mail offers
- Continuity contracts (standing orders)
- Developed systems and processes to facilitate customer tracking, delivering customer satisfaction
- Designed the IT model for production and manufacturing of goods Rewrote control flow of goods into the MRP system
- Automated all data and picking methods on site from paper tools to hand-held devices
- Acted as operational face of the business

## ➤ 1990-1993

**Sales Manager, *New Way Transport***

### ACHIEVEMENTS

- Oversaw new business development and portfolio management Grew sales to \$14M
- Delivered efficiencies in tight margin business, through:
  - Building relationships to retain business
  - Adapting service mix and go-to market strategy to changes in competitive environment

## EDUCATION

## ➤ Completed 2016

**Masters of Business, *AIB***

## ➤ 2002

**Graduate Diploma in Logistics Management, *RMIT***

# David Hutton

PO Box 57, Tanunda. SA 5357  
david@insiemeone.com.au | 0417 846 686

---

## PROFESSIONAL DEVELOPMENT

- **Public Speaking Courses**  
University of South Australia Leadership Course
- **Short Course in Accounting**  
AIM
- **Various Health & safety courses over the last 20 years**

## COMMUNITY ENGAGEMENT

- **Board Member**  
Faith Lutheran College, *Riding for the disabled - Barossa Branch*