

Executive Resume

Wayne Wilson

Personal Details

Wayne Ralph Wilson
4/54A Darling Point Road, Darling Point 2227
0434 848 100
wayne@knowitgroup.com.au

Summary

A highly experienced and respected Wealth Management executive who has successfully built several businesses and teams throughout a long and varied career in financial services in Melbourne and Sydney.

Has demonstrated outstanding success in growing the sales and distribution capabilities of many businesses in Australia across funds management, investment and superannuation platforms, private clients, private banking, margin lending, financial planning dealerships, information technology and life insurance.

Currently, serving as co-founder and director of knowIT group Pty Ltd and through knowIT, providing strategic consulting and executive coaching and mentoring services.

Presently serving on the following Federal Government, Wealth Management sector committees:

- Member of the Federal Governments, Australian Industry and Skills Committee (AISC), - Financial Services Industry Reference Committee (IRC).
- Member of the AISC Project Working Group for Risk and Compliance
- Member of the AISC Project Working Group for Financial Planning

Over the last six years focusing on acquisitions and integrations in the financial services information technology field. Having managed the purchase and integration of COIN software, Provisio software, AMEE software and the integration of several licensed software services.

In the last 3 years, having established knowIT group PTY Ltd, knowITdigital Pty Ltd and acquired and modernized Strategy Steps Pty Ltd and its' industry reference portal Desk Caddie.

Currently launching a new financial services portal, wealthdigital 2.0 and looking to expand knowITdigital's Executive Coaching and Mentoring program.

Over his 32 years working in financial services, has been extensively involved in the corporate governance and oversight of AFS Licenses, Superannuation Funds, Pension Funds, Funds Management Funds, Investment Committees, Audit Committees, Risk and Compliance Committees, Trusts and Trust Companies. Operating in the roles of Executive Director, Non-Executive Director, Responsible Manager, Trustee, Responsible Officer and Member.

Key Skills

Through a diverse and extensive career has developed excellent strategic planning, communication, coaching and mentoring skills and the ability to see the bigger picture and the broader issues associated with changing environments and technologies.

Experience

Executive Coach and Mentor – knowITdigital Pty Ltd 2019 – Current
Providing executive coaching and mentoring services targeting young emerging executives

Director – knowIT group Pty Ltd 2016 -Current
Establishment of company and strategic direction for acquisitions, joint ventures, distribution and product development

Director – Field Solutions Holdings 2017 - 2019
Director and Audit and Remuneration Committee member

Principal Wayne Wilson Consulting February 2016 – Current
During this period, principal activities included providing strategic consulting to the wealth management industry to two of Australia's Top 4 Banks.

Managing Director- Wealth Rubik Financial Limited 2012 – 2015

Tasked with the establishment, management and strategic development of Rubik's wealth division with specific responsibility as Head of COIN software, Provisio and AMEE

Managed the purchase and integration of COIN, Provisio and AMEE software. The retention of all major COIN institutional clients including: AMP, CBA, Westpac, ANZ, Suncorp, Citibank and HSBC
Most recently responsible for a 59% increase in revenue and a 30% increase in profit for the 2013/14 financial year

Director responsibilities included:

Rubik Mortgages Pty Ltd

COIN Software Pty Ltd

Provisio Technologies

AMEE IP Holdings Pty Ltd

AMEE Easy Software Solutions Pty Ltd

Stargate Information Systems Pty Ltd

Infinitive Pty Ltd

Rubik Financial Technology (Asia) Pty Limited

Principal Wayne Wilson Consulting October 2011 – April 2013

During this period, principal activities included providing strategic consulting to the wealth management industry in Australia.

Strategic consulting and training on Sales and Distribution in multiple industries.

Head of Advance Asset Management and Head of Asgard Wealth Solutions - BT Financial Group and St George Bank 2007 – 2010

Asgard Wealth Solutions

Functional responsibility for all Marketing, Distribution and Product including: business planning, profit and loss, forecasting and strategy development. 7 direct reports, 84 staff

Director - Asgard Capital Management

Director - Asgard Wealth Solutions Limited

Responsible Officer Asgard Superannuation and Pension Funds

Asgard member for BT Financial Group Product, Risk and Compliance Committees

Advance Asset Management

Functional responsibility for all Marketing, Distribution and Product including: business planning, profit and loss, forecasting and strategy development. 1 direct report 6 staff Sales budget \$430 million Profit target \$24 million

Director - Advance Capital Management Limited

Responsible Officer Advance Superannuation and Pension Funds

Advance member for BT Financial Group Product, Risk and Compliance Committees

General Manger, Wealth Distribution St George Bank 2006 – 2008

Functional responsibility for all distribution activities across St George Wealth with specific responsibilities for Asgard platform sales, IBS platform sales, Asgard badge sales, Advance Asset management sales and management oversight, Securitor sales and management oversight, Licensee Select sales and management oversight, and St George Financial Planning License management. 9 direct reports, 230 staff

Responsible Officer Advance Superannuation and Pension Funds

Responsible Officer Asgard Superannuation and Pension Funds

Head of Advance management committee

Director of Distribution Asgard 2005 – 2007

Functional responsibility for distribution activities with specific responsibilities for Asgard platform sales, IBS platform sales, Asgard badge sales, Securitor sales and management oversight, Licensee Select sales and management oversight. Program sponsor and manager for AdviserNETgain project.

Responsible Officer Asgard Superannuation and Pension Funds

Prescience Consulting 2003 – 2005

Established two companies: Prescience consulting and Jacana Business Momentum.

Prescience consulting had clients in Wealth, Property and mixed SMEs and served as my personal consulting vehicle as well as employing many other consultants to assist with some projects.

Jacana Business Momentum was developed a sales training program and manual targeted at Wealth business development managers. It was developed with two other business partners.

Travel **2001 – 2003**

Group Executive - Private Clients Perpetual **1996 – 2000**

Direct responsibility for all Marketing, Distribution and Sales, Product, and Operations functions including strategic development of retail financial services and creation of new business divisions, continued development of existing business divisions, executive responsibilities to contribute to Perpetual's overall strategic and business positions and industry policy responsibilities with State and Federal Governments.

9 direct reports 220 staff

Director Perpetual Trustee Company Limited

Director Perpetual Trustees SA Limited

Director Perpetual Trustees WA Limited

Director Perpetual Trustees QLD Limited

Director Perpetual Trustees VIC Limited

Director Perpetual Trustees Company (Canberra) Limited

Chairman Investor Security Group Pty Limited

Head of marketing Lend Lease Advisor Services MLC **1994 – 1996**

Responsible for all marketing, advertising and event management activities

Education

Australian Graduate School of Management

General Managers Course - Business Administration and Management

Successfully completed course 2009

Australian Institute of Company Directors

Graduate GAICD 2009

Financial Services Institute of Australasia (FINSIA)
Graduate Diploma in Applied Finance & Investment
Post Graduate Diploma 1992 – 1993

University of Melbourne
Bachelor of Commerce, Economics 1978 – 1981
Resident at Trinity College

Professional Associations

Graduate member of The Australian Institute of Company Directors

Government Committees

Member of the Federal Governments, Australian Industry and Skills Committee (AISC), - Financial Services Industry Reference Committee (IRC).

Chair of the AISC Cyber Security Cross Sector Project Working Group – now completed

Member of the AISC Big Data Cross Sector Project Working Group – now completed

Member of the AISC Project Working Group for review of Financial Planning Training.

Member of the AISC Project Working Group for Risk and Compliance

Memberships

Melbourne Cricket Club (MCC)
Australian Institute of Company Directors

Personal Interests

Travel
Cooking
Fishing
Gardening
Renovating
Woodwork