



**Steve Dowling** Managing Director

BA MMktg MBA MAICD FAMI CPM

Steve Dowling is an accomplished strategic marketer, business advisor and facilitator assisting an array of innovative and up-coming Australian businesses. His passion is to inspire and guide high growth businesses on a path to success.

His focus with clients is accelerating growth through empowering them to win government **grants**, devise relevant **strategy**, and access **export** markets. Steve's mature approach and application of analysis, evaluation and critical thinking will enhance your organisations growth and profitability prospects.

Steve has helped many companies to critically think about their business, and then developed strategic solutions which have improved bottom line performance, enhanced business growth and profitability. Over the past 30 years he has worked with multi-national companies in domestic and international marketing roles, as well as the usual technical, quality, operations, strategy and project management roles. Steve has work with a large number of companies to deliver projects, and more.

- Helping business leaders to strategically plan and grow their business,
- Helping business to plan for and achieve export growth,
- Preparation of strategic business plans for use winning \$millions of grants funding for clients.

**Qualifications:**

- MBA (International) – Deakin University
- MMktg – Melbourne University/Melbourne Business School
- PDM – Post-Graduate Diploma in Management – Melbourne University/Melbourne Business School
- CPM – Certified Practising Marketer – Australian Marketing Institute
- BA, Bachelor of Arts (Japanese and Korean Language and Culture) – Swinburne University

**Specialist Expertise:**

- Export – Market Development Plans and In-Market Support (fluent Japanese speaker)
- Grants – Winning of State and Federal Government Grants
- Japan – Business Strategy, Business Planning, Execution Mentoring, In-Market Support

**Professional Memberships:**

- Member, Australian Institute of Company Directors
- Fellow, Australian Marketing Institute