



Harvey Rough

Business Development Services - Sales, Marketing, & MarComms

Perth Area, Australia

Current

- **BD Director at Ready Flowers P/L**
- **Director at Persuasive Resources P/L**

Past

- BD Director at Xemplex P/L
- Director at TEAM Tech Australia P/L
- Sales Director at [Unisys West](#)

3 more...

Education

- Institute of Chartered Secretaries
- University of Sydney

Recommended 1 person has recommended Harvey

Connections 35 connections

Industry Information Technology and Services

Harvey Rough's Summary

Experience ...

Au\$82m contract renewal and restructure for Unisys IT infrastructure and systems services

Au\$380m multi-site multi-country engineering upgrade project for alumina process systems with QUASAR (Alcoa Honeywell Alliance)

Au\$2bn complex greenfields build, commission and operations of worlds largest laterite Nickel Refinery

Complex sales experience - Oracle, JDEdwards - 5 quota clubs, 1 presidents clubs

Financial Analyst

Harvey Rough's Specialties:

Business Development & Governance Services

Business Development Services ... Strategy, Tactics, Market Intelligence, UVP, Proposals, Presentations, Costing and Legals

Project Governance ... Budget, Schedule, Risk, People, Communications, Safety, Supply, Logistics, Reporting

Harvey Rough's Experience

BD Director

Ready Flowers P/L

(Privately Held; Online Media industry)

2003 — Present (6 years)

<http://www.readyflowers.com>

Director

Persuasive Resources P/L

(Privately Held; Management Consulting industry)

July 1998 — Present (10 years 10 months)

Business Development Services

BD Director

Xemplex P/L

(Information Technology and Services industry)

July 2004 — May 2008 (3 years 11 months)

<http://www.xemplex.com>

Director

TEAM Tech Australia P/L

(Mining & Metals industry)

July 1998 — May 2008 (9 years 11 months)

<http://www.teamtech.com.au>

Sales Director

[Unisys West](#)

(Public Company; 10,001 or more employees; Mining & Metals industry)

November 2005 — May 2007 (1 year 7 months)

Sales Director ...

1. Mining, Minerals Processing, Oil & Gas,
2. Government - DET, DCD, DoJ, PTWA, Landgate,

Change Management & MarComms Manager

Honeywell Australia Ltd

(Public Company; 10,001 or more employees; Industrial Automation industry)
July 2002 — October 2005 (3 years 4 months)

CIO

Anaconda Nickel

(Public Company; 1001-5000 employees; Mining & Metals industry)
March 1998 — June 2002 (4 years 4 months)

BDM / Territory Manager

[Oracle - Resources](#)

(Public Company; 10,001 or more employees; Information Technology and Services industry)
March 1994 — August 1998 (4 years 6 months)

Harvey Rough's Education

Institute of Chartered Secretaries

ACIS, Company Secretarial, 1982 — 2003

Activities and Societies: Institute of Chartered Secretaries Professional Development Program

University of Sydney

BEc LLB, Economics, (Accounting & Finance), Law
