

# Dale Robbins

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## Summary

I am submitting my nomination to continue on the Board of Squash Australia as I believe my combination of business acumen and depth of squash knowledge has provided a valuable contribution to the board in leading the future development and direction of squash in Australia.

I currently work for Nissan Australia Pty Ltd as the General Regional Manager. This role is responsible for the management of 43 Nissan dealerships in Queensland and Northern NSW. I manage a Regional Sales Manager who has a team of 5 highly trained Business Development Managers. I also manage a Fleet Manager, a Distribution Manager, Franchise Development Manager and 5 after sales Managers. The State is responsible for an average of 1,200 new Nissan sales a month.

## Areas of Specialty

- Marketing
- Strategy
- Performance management
- Project Management
- Common sense

## Achievements

Squash Australia:-

Getting something from the Commonwealth Games legacy  
Being part of a SA board who have proven to Sport Australia that we are a serious sport  
Being part of a SA board that has achieved budget every year  
Being part of a SA board that has staged World Events every year with little sponsorship  
I have 100% attendance at SA and Oceania board meetings over my term

Successful execution of the planning, development and implementation of a Nissan State plan after a restructure in 2009 which resulted in the Nissan Australia Corporation exiting 14 out of the 15 employees from the Queensland operations. I remained and was tasked with up skilling 14 new employees who had high level business skills but no automotive skills. The plan lifted the sales performance of the State from 7.3% share to 10.2% over 3 years. The region continues to be the best performing region in Australia.

The implementation of a State-wide VI (Visual Identity) program to all dealers which included the negotiation of a facility and signage upgrade of each of the 44 dealership.

## Squash

- My parents leased and the owned Squash Courts in Cairns for over 25 years.
- Played Brisbane fixtures since 1978 to 2015. (Now playing in the Gold Coast competition)
- I represented Australia as a junior in the successful 1980 Australian Team who won the World Junior Team Championship in Sweden.
- I represented Queensland for many years in the juniors and seniors in the late 70's and early 80's before work and study commitments took over.
- I am a strong supporter of Masters Squash, competing at representative level (Trans Tasman tests) and winning numerous National and State titles since turning 35. I continue to play and recently played in the National Masters on the Gold Coast.

## Attributes

- High level ability to develop strategy, plan, engage and interact with people, negotiate, debate and listen.
- Collaborative style and motivated to inspire and develop people to reach their full potential.
- Determination, integrity and commitment to continual improvement and goal achievement.

## Experience

1987-present: Nissan Australia in various roles including:

- Sales Cadet
- Fleet Salesperson
- State Fleet Manager
- Business Development Manager
- State Marketing Manager
- State Operations Manager
- State Sales Manager
- Regional Manager

## Education

1985	Bachelor of Business – Marketing	QUT
2011	Diploma of Management	University of Victoria
2012	Automotive Dealer Management Program	Melbourne University

Various short courses including:

Time Management, Advertising compliance, Computer skills-outlook, excel, PowerPoint, word etc courses, public speaking, dispute resolution, trade practice compliance, getting control of email, speed of trust and numerous sales skills training courses.

## Referees (Others available on request)

Brian Anderson

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Larry Malan

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