

BLAIR VICTOR HANNAH, CA

PERSONAL STATEMENT

I want to actively assist NZ businesses from a financial advisory, partnering, project delivery and value creation perspective. I can add significant value and assist in shaping a business' performance and strategic planning as I:

- Have over 12 years accounting experience – nine years leading teams, four of which were performing external audits within a Big Four accounting firm
- Have NZ finance experience within local business (Port and Property portfolios) having a key influence on the local economy
- Have worked overseas in the Middle East for over five years driving positive change within a complex cultural working environment
- Am a well-rounded accountant complimented by strong commercial experience within a professional services business
- Am a Chartered Accountant within Chartered Accountants Australia and New Zealand
- Have a burning desire to succeed and progress in life!

PROFESSIONAL ACHIEVEMENTS

CAREER PROGRESSION WITHIN PAST 4 YEARS

- I was acting CFO for short term periods (CentrePort, NZ) – 2016 and 2017
- I was promoted to Head of Reporting & Finance Integration (WSP, UAE) – 2015
- I was promoted to Financial Controller (WSP, UAE) – 2013

SPECIFIC ACHIEVEMENTS WITHIN PAST 4 YEARS

CentrePort Limited, Wellington

- I was acting CFO and successfully delivered the final 2017 Budget and 2017-19 Statement of Intent to CentrePort Limited Board
- I implemented the Business Unit Reporting Project following a business reorganization driving a new operating structure which required modifications to the financial systems / reporting tools
- I played a key role in the implementation of the eDocs project (online purchasing) in Greentree
- I drove modified reporting following the 2016 Kaikoura Earthquake and assisted with insurance claim processes.

WSP | Parsons Brinckerhoff, Middle East

- I was part of a team that was instrumental in turning the WSP Middle East business around from annual EBITDA losses of \$12m in 2010 to EBITDA profits of \$14m in 2014
- I was the Commercial Manager for the Specialist Services discipline driving improvement in performance with EBITDA losses in 2012 of \$0.4m to EBITDA profits of \$2.4m over the course of two years

- I led a tax assessment in Qatar which meant the company minimised it's withholding tax (WHT) exposure and saved significant amounts of money on a number of projects
- I drove cost and cash synergies in our treasury function – reduction in banking and guarantee charges in addition leveraging our Group to have our guarantee cash margins released
- I developed a reporting package framework for the combined business at company and business unit level which was reported to the local leadership team
- I was largely responsible for successfully offshoring our Middle East finance team to India
- I was instrumental in integrating the WSP and Parsons Brinckerhoff finance teams – reducing the team in size from 32 to 24.

SKILLS

- CA qualified with over 12 years of accounting experience
- Local CFO (acting) experience
- Over four years external audit experience for Big Four accounting firm
- Three years' experience as a commercial manager dealing with delivery of projects
- Strategically focused, at a corporate services level and actively involved with key account management across a business from a financial perspective
- Strong project management skills such as of budgeting / forecasting processes, system upgrades and restructures
- System improvement – specifically Greentree, Agresso, MiBI (business intelligence tool)
- Internal control focused driving efficiencies in processes and creating value
- Financial planning & analysis – budgeting, forecasting, monthly reporting to the board. In addition, three and 10 year modelling
- Statutory reporting (IFRS) and annual audits of various legal entities
- Tax and risk compliance
- Treasury and capital management including management of loan facilities and swaps
- Can drive and lead the integration of large finance teams
- Overseas experience dealing with diverse cultures. Eg. Middle East & India
- Extensive experience in offshoring finance functions to India
- Confident ability to present at leadership & board meetings
- Ability to build and influence strong client relationships externally and internally
- Proven leader and motivator of large teams – 15 + employees (directly / indirectly managed)
- Strong verbal (meetings, presentations) and written (touch typing, report writing) skills
- Computer literate – Microsoft Office including strong Excel, Greentree, MiBI, Hyperion Financial Management, Oracle, Agresso and SAP exposure.

WORK HISTORY

GROUP FINANCE MANAGER, CENTREPORT LIMITED, NEW ZEALAND

February 2016 – March 2018

Managing team of 7 and responsible for the reporting, compliance and process improvements for the CentrePort Group with 200+ employees, \$80m of revenues and \$350m assets.

The role is also responsible for acting as Secretary for the Audit & Risk Committee, managing the external audit process, managing group cash flow and financial instruments (interest rate swaps) and being the champion of the financial system, Greentree.

More recently post the November 2016 Kaikoura earthquake, this role has required me to step up onto the leadership team with the incumbent CFO focusing on the insurance claim.

HEAD OF REPORTING & FINANCE INTEGRATION, WSP | PARSONS BRINCKERHOFF, MIDDLE EAST

March 2015 – January 2016

Managing wider team of 15 employees for combined Middle East business of 1,700 employees with annual revenues of \$400m. This role was focused on planning, analysis and reporting and integrating the two finance teams.

FINANCIAL CONTROLLER, WSP | PARSONS BRINCKERHOFF, MIDDLE EAST

September 2012 – February 2015 (Note: WSP acquired Parsons Brinckerhoff in October 2014)

Managing team of 10 employees for Middle East business of 900 employees. This position was a broad finance role across all accounting disciplines.

FINANCE MANAGER, WSP MIDDLE EAST

July 2010 – August 2012

MANAGEMENT ACCOUNTING MANAGER, TRANSGUARD GROUP, MIDDLE EAST

February 2010 – June 2010

NATIONAL OFFICE FINANCE MANAGER, DEPARTMENT OF CORRECTIONS, NEW ZEALAND

December 2008 – December 2009 (overlap with below as initially seconded from Deloitte)

AUDIT FIELD MANAGER, DELOITTE, WELLINGTON, NEW ZEALAND

July 2004 – March 2009

**QUALIFICATION
SUMMARY**

CHARTERED ACCOUNTANT, CHARTERED ACCOUNTANTS AUSTRALIA AND NEW ZEALAND (CAANZ), WELLINGTON, 2008

Became member of CAANZ in 2008

BACHELOR OF COMMERCE & ADMINISTRATION, VICTORIA UNIVERSITY, WELLINGTON, 2004

Majored in Accountancy and Commercial Law

GRADUATE DIPLOMA IN PROFESSIONAL ACCOUNTANCY, VICTORIA UNIVERSITY, WELLINGTON, 2004

**CONTRIBUTION TO
THE COMMUNITY**

MEMBER OF EXECUTIVE COMMITTEE AT THE JOHNSONVILLE RUGBY FOOTBALL CLUB

2016 – Current

Focused on leading business and sponsorship activities of the Club and driving a 3 year strategy to turn the Club around both on and off the field.

REFERENCES

PROVIDED UPON REQUEST