

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 Regional Manager. This role is responsible for the management of 45 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 1,500 new Nissan sales a month.

Areas of Specialty

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

Achievements

SA:- Carrara legacy
Link to interview:-

Successful execution of the planning, development and implementation of a 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 upskilling 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 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 in 2007/2008.

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 finished 5-8 at the World Titles in Hong Kong in July, beaten by the winner.

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)

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