

Darren Stanley

BSc (Hons), MBA (Tech)

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Profile

Darren is a highly experienced and respected leader in the technology industry in Australia. He has over 25 years' experience in leading the growth of service and technology companies with the aim of building world class IP and capability and exporting it to the rest of the world. He is experienced in leading both public and private companies and very experienced in dealing with the investment community. His experience covers a wide range of industries including Defence and Inner Agencies, Healthcare, Tertiary Education, Financial Services/Insurance and all levels of Government. He has a track record of building high performing teams which are united by *purpose* and he is a values-based leader. Darren's key strengths are his leadership attributes, his ability to commercialise innovation and his long-term strategic thinking.

Career Overview

Darren has led some of Australia's preeminent technology and service companies. After a successful career as an officer in the military, Darren transitioned to business where he continued to develop and refine the art of building teams and leading-with-purpose. Darren built long-term, sustainable capability into the companies which he led giving them profitable growth, increased profile and a legacy. Expert at merger and acquisition activities, Darren has a track record of creating positive cultural change and bringing divided stakeholders together with an inspiring vision for change. Darren has developed strategic relationship with the world's largest technology companies to supplement the capabilities of home-grown IP. He is adept at dealing with Boards and balancing the requirements of compliance and performance.

Areas of Experience

- People leadership and coaching multi-disciplinary teams
- Team building
- Technical innovation and commercialisation
- Financial acumen and contract negotiation
- Leading public and private companies
- Mergers and acquisitions
- Governance and risk management in both public and private sectors
- Investor relations
- Board management
- Public speaking and media relations
- National and international networks

EXPERIENCE

Chief Executive Officer: The Citadel Group Limited (ASX CGL). 2016-2019.

The Citadel Group is a leading software and services company providing software-as-a-service and managed services solutions to Defence, Health and the Education sector and all levels of government. They are a leader in providing secure enterprise information management solutions domestically and internationally. They provide the laboratory information management solutions to over 42% of all public pathology in Australia, manage chemical oncology information solutions to over 25% of the Australian market and manage the secure enterprise information requirements of Defence to over 110,000 users.

Chief Operating Officer and Deputy Chief Executive Officer: The Citadel Group Limited (ASX CGL). 2015-2016

Brought in to understand the business and set a new strategy prior to taking over as CEO one year later.

Managing Director, Consulting: SMS Management and Technology Limited (ASX SMX). 2013 –2015

A *design, build and operate* company with a large client base across much of corporate Australia. Responsible for the 1000+ staff, strategic direction, business plans and overall revenue and EBITDA performance of the business.

Chairman: SMS Management and Technology Vietnam Company Limited. 2013 – 2015

Overall responsibility for the governance and operation of the Offshore Development Centre (ODC) in Ho Chi Minh City, Vietnam. Also responsible for the contractual relationship with TMA, our ODC partner company.

Regional Director: SMS Northern Regions. 2011-2013

Responsible for all aspects of the business in the NSW and QLD Regions of SMS (approx. 470 staff) delivering record profits at 15% CAGR with low (less than 12%) staff turnover during the period.

Regional Director: SMS QLD. 2006-2011

Grew SMS in QLD from 75 staff to over 220 staff and delivered year-on-year record profits whilst developing a high performing management team and a highly engaged workforce. In 2011/12 the Region delivered more than \$14m in EBITDA on \$50m in revenue.

Industry Director: SMS Mining and Resources. 2004-2005

Responsible for the development of relevant industry solutions across the sector. Grew the percentage market share from 8% to 22% of the business.

Industry Director: SMS Financial Services. 2001-2004

Responsible for sales targets and industry solution development across financial services within Australia. The percentage of business done in this sector grew from 14% to 32% during the period.

Managing Partner: M86 London. 1999-2001

Established the London operations of SMS (M86) with two other managers. Delivered \$1m in EBITDA in the second year of operation before returning to Australia for family reasons. Appointed the Director Global Solutions for General Motors Acceptance Corporation (GMAC) in Dec 1999 to develop and rollout standardised wholesale and retail financial solutions for GMAC across Europe and Latin America.

Consultant. SMS. 1997-1999

Various program and project management roles across financial services, government and utilities clients in QLD and NSW.

Provincial Manager: Department of Transport and Works PNG. 1994-1997

General management responsibility for the development of a 60km road from Vanimo in PNG to Irian-Jaya in Indonesia. Responsible for the hiring and training of local staff for the project as well as all aspects of the plant and logistics necessary for the project. The road was completed in 1997 along with two new local hospitals and some smaller-scale local infrastructure improvement.

Officer: Department of Defence. 1985 - 1994

Various national and international roles as an Officer in the Engineering Corps of the Australian Army. Leadership training and university studies (BSc Hons) at the Royal Military College Duntroon and Australian Defence Force Academy.

EDUCATION

- + Harvard University Executive Leadership Program – Managing Professional Services Companies
- + Master of Business Administration (Technology Management) – Deakin University
- + UNSW Traveling Scholarship – Leadership/Academic Category (6 months fully paid international travel and study)
- + Bachelor of Science (Honours Degree BioMed – Research into Heart Drugs) – UNSW
- + Bachelor of Science – UNSW
- + Associate Diploma of Personnel Administration – Royal Military College, Duntroon

Referees – Executive referees available upon request