



Take your career to new heights

For over 20 years our quality services in Executive Search & Recruitment, Contracting and Career Management have created rich and enduring relationships with our clients and candidates.

If you are reading this feature, then it's most likely that you're a successful person with both a keen knowledge of your chosen professional field and a healthy interest in your personal career development and progression.

That already distinguishes you from many of your peers in terms of being aware of the need to manage and drive your own career and to be open to the wealth of opportunities which can be accessed through forming good relationships with experienced Consultants in the Recruitment Sector.

The view of many job seekers is that the recruiter is simply "the go-between" only to be contacted as a necessary and purely transactional step in applying for an advertised position. This is a very narrow view however, for a relationship with a quality Recruitment Consultancy like Dakin Mayers & Associates can offer much more to prospective candidates than a one-off contact. We have the potential to become a trusted partner in your career through your inclusion on our in-house database. This valuable resource enables us to offer our clients access to talented individuals across a wide range of employment opportunities. For senior appointments, Executive Search is often a client's preferred selection strategy and typically, seasoned professionals will have ensured that their networking includes

regular contact with experienced Senior Recruitment & Search Consultants. Our Directors, Peter Dakin and Philip Mayers certainly match this profile.

We welcome the opportunity to get to know you – whether that is over the telephone, meeting one of our Directors or Senior Consultants at a networking event, or at an initial interview for one of our assignments. Like most recruitment firms, we retain and refer to your resume via our in-house database, but we enjoy getting to know you a little better as a person - to really understand your career goals, skills and capabilities and operating style, so that we'll know if you're "the right one" for a particular placement.

Dakin Mayers & Associates is committed to confidentiality and quality service. Our firm has been part of Melbourne's 'recruitment landscape' for over 20 years. Those years have seen economic ups and downs, candidate shortages and tight job markets and the rise and fall of many recruitment consultancies. Our firm however, has weathered all these conditions to achieve on-going success and longevity in the demanding and sensitive world of human resources consulting. We believe this is due to our foundation of strong ethical and professional standards, our consistency in achieving high quality results for both clients and candidates, and our capacity to nurture relationships based on mutual respect.

Our corporate motto 'Making your people our priority' summarises how we work with our clients. It is also how we work with our candidates throughout

the recruitment process. We take the time to get to know you before we refer you to the client interview stage. And we'll offer you feedback, explanations and guidance along the entire process.

We use both Advertised Recruitment and Executive Search methodologies to find and place quality candidates at middle management, senior executive and C-Suite levels. While we make placements across the full range of industry sectors, we have established a particularly strong reputation in the fields of healthcare and hospital appointments; aged care; education; philanthropic; cultural and not-for-profit organisations; manufacturing; professional services and engineering.

The people we recommend for appointment are attracted to an organisation's potential, and nearly all are retained to become valued employees who go on to develop their careers within that organisation. We believe this outcome is our best advertisement!

We invite you to visit our website at www.dakinmayers.com.au to learn more about our firm, discover the professional background of our excellent recruitment consulting team and read the testimonials from both clients and candidates.

You can also view our list of Current Opportunities and give us a call if you feel one of these might be your next career move.

We really do make people our priority!



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‘Making your people our priority’

Fundraising Manager

- Opportunity to make your mark
- Highly regarded tertiary organisation

The only University in Victoria to have increased domestic market share, La Trobe also has a world class ranking for its research. The University has an exciting \$400M program of infrastructure investment and is a progressive place to work.

Reporting to a capable and dynamic Director, Alumni & Advancement and working closely with the team, you will research, develop and implement fundraising programs. Your objective is to gain annual support through various strategies including major gifts, annual appeals, capital campaigns, bequests, trusts and foundations.

This strategic, hands-on leadership role will require experience in establishing, cultivating and maintaining supportive relationships, along with sound database, research and communication skills. Your ability to influence and engage individuals towards a rewarding philanthropic path is vital to success.

If you are a collegiate and self-motivated person with a strong understanding of professional fundraising, send your application. Alternatively contact Michelle Varcoe or Philip Mayers for a confidential discussion.

General Manager - Operations

- Newly created leadership role
- Best practice not-for-profit

Continuing growth has created an outstanding opportunity to join this leading provider of quality family support and counselling services, which is committed to enhancing the lives of communities, families and individuals.

Reporting to the CEO, you will manage several Managers both at Head Office in south-eastern Melbourne and at various branches across metropolitan and regional Victoria. With 50 staff under your leadership, your primary objectives are to strengthen organisational capacity for continual improvement, plan and review services and motivate your team to ensure high quality performance and positive financial outcomes.

This strategic role will draw on your experience and strengths in leading complex organisational change, HR, program development, stakeholder relations, risk management and budgeting, and offers an attractive remuneration plus car.

If you've been looking for an opportunity to use your management skills in a progressive community environment, please forward your application. Alternatively, contact Michelle Varcoe or Philip Mayers in confidence.

Area Engineer - Senior role

- Global industry leader
- Pivotal maintenance role

Enjoy a regional lifestyle in a vibrant provincial hub within striking distance of Melbourne and join a major 'asset intensive' manufacturing operation poised for further expansion and growth.

Responsible for leading a multi-disciplined maintenance team, you will manage the provision of a 24/7 total asset management service and deliver best practice to create measurable and sustainable efficiency improvements.

Critical aspects of this autonomous role comprise budgeting, business planning, optimising maintenance strategies (incorporating leading edge RCM methodologies), plant rectification and minor capital works across three plants. Additional tasks include the preparation of comprehensive management reports and leading an ES&H culture.

You will be an inspirational leader with proven ability to liaise and negotiate at all levels. Ideally you will hold mechanical engineering qualifications and have relevant maintenance management experience in a continuous operation such as metals, textiles, pulp & paper, mineral processing or a related heavy engineering facility.

This is an exceptional opportunity to advance your career in a vital leadership role with an attractive six-figure package. Call David Wood for a confidential discussion or forward your application.