



GUBERNO
Consulting
Navigating to full potential



Andrew Rosengren
Globally experienced
business leader across a
range of *industrial sectors*

E: andrewrosengren@guberno.com.au
S: andrewrosengren
M: +61 (0) 428 003 492
L: [LinkedIn](#)
A: Melbourne
W: www.guberno.com.au

Introducing Andrew Rosengren

Strategic, energetic and high performing **Executive Leader** with a demonstrated capability for managing complex business processes, resources, relationships, and commercial negotiations in a global context, including China. My 25 plus years' experience gained in various operational, commercial and corporate development roles across the *mining, mining services, manufacturing, smelting, construction materials, civil construction, logistics and industrial chemicals* sectors has honed my leadership skills in operations management, strategic thinking, commercial and financial acumen, stakeholder management, digital and automation technology knowledge and high-level communications. These capabilities are underpinned by a broad formal education, a strong moral compass and high integrity.

Skills and Capabilities Career Experience and Achievements

Commercial/Financial

Profit and Loss
Corporate transactions
Contract/Procurement
Data driven
Highly numerate

Strategic Thinking

Global experience
Board engagement
Proven execution
Long term planner
Think outside box

Leadership

High integrity
Respect for all people
Promote diversity
Active listener
Work well under pressure

Operations

Contracts
OHS/Compliance
Project Management
Operations Improvement

Stakeholder Management

Cross-cultural
Strong influencing
Broad-ranging
Win-win negotiations
Build strong relationships

Digital Technology

Measurement
Blasting
Automation
Evaluation
Integration

Communications

Oxford Educated
Experienced presenter
Compelling writer
Highly articulate
Adaptable style

Awards

Queensland Rhodes
Scholarship Oxon 1991
University of Queensland
Academic Gold Medal 1989

Business (P&L) Management:

- Accountable Executive for portfolio of emerging/growth/turnaround businesses within Orica; - an environmental (vibration) monitoring company in Sweden (\$30m revenue), civil tunnelling services business in Asia (\$30m), liquid fertiliser business on east coast Australia (\$10m), Minova global ground support business (\$600m), GroundProbe high precision radar and laser monitoring business (\$60m).
- CEO of Fulton Hogan Australia (\$1.8bn), a civil construction and infrastructure services business with primary focus on pavement construction and maintenance. Led major repositioning of contracting strategy.
- GM of a transport and logistics business in Boral Ltd (\$160m). Led transformation of asset heavy transport business into an asset light and information rich logistics business. GM of property development in Boral.
- Business turnarounds in industrial rail business in USA, construction materials logistics in NSW, global ground stabilisation business. Operations management across surface and underground (copper, gold) mining.

Strategy and Corporate Development:

- Defined, Board approved and executed an adjacency diversification strategy in Orica. Executed and integrated the acquisition of GroundProbe (high precision measurement company), invested in DataCloud - Silicon Valley start-up in advanced mining geosciences, and new market entry in liquid fertilisers.
- Established strategic Joint Venture between Orica with one of top ten state owned entities (Poly Group) in China. Chair and Director of strategic Joint Ventures in chemical manufacturing and marketing (\$1bn). Participant in acquisition/investment processes in Africa, Middle East and Latin America. Managed disposal of mining services assets in Orica's European operation, industrial chemicals divestment in Orica and mining focused logistics assets in Boral.
- Regional development strategies in mining services in India and China, and gold mining in South East Asia.
- Negotiated major strategic procurement contracts in ammonium nitrates (Orica) and bitumen (Boral).

Operational/Functional Expertise:

- Led development and evolution of a digital and automation technology strategy in mining services.
- Organisational change leader/Project Director for operational transformation program utilising six sigma and lean methodologies across an aluminium mining, smelting, and refining. Client manager/team member for major cost, sales and marketing, business turnarounds programs working with all Tier 1 consultants.
- Led major pricing strategies for local market competition in a range of construction materials.

Senior Management Career Summary

Orica Ltd <https://www.orica.com/>

Responsible for formulation and endorsement of Orica's global strategy, M&A, Minova, Growth and Emerging business.	Group Executive	07/15-08/19
	Vice President	08/12-07/15

Fulton Hogan Pty Ltd <https://www.fultonhogan.com/>

Responsible for Executive leadership of Fulton Hogan Australia.	CEO Australia	01/11-05/12
---	---------------	-------------

Boral Ltd <https://www.boral.com.au/>

Responsibilities across Property Development, Transport & Logistics, and Divisional Strategy & Business Development.	General Manager	04/04-10/10
--	-----------------	-------------

Rio Tinto Pty Ltd <http://www.riotinto.com/>

Responsibilities across global business including business improvement (Six Sigma), assistant to Chairman and CEO of Rio Tinto, Rail Operations, Gold development, and Engineering.	General Manager	08/93-04/04
	Operations Manager	Manager

Board Positions

Yara/Burrup Joint Venture	Chairman/Director	2015-2017
Industry Association Boards – Roads Australia, Transport Australia	Director	2006-2012
Giroto Precast	Director	2004-2006

Education

University of Oxford	Master of Philosophy, Politics, and Economics	1991-1993
Securities Institute of Australia	Dip Finance/Investment	1993-1995
University of Queensland	BEng Mining (Hons)	1986-1989