

PETER MCLENNAN



PO BOX 213 ASPLEY QLD 4034



petermcl@vivoaqua.com



+61 477223110



<https://au.linkedin.com/in/peter-mclennan-65997a21>

SKILLS

B2B understanding: Government, Wholesalers and distributors.

Stakeholder engagement.

Rapport Builder, ability to ask open questions to reveal opportunities.

Highly developed analytical, writing and presentation skills.

Good Communicator: Able to obtain co-operation, stakeholder ownership and synergy between stakeholders.

Technical Aptitude, quick learner.

Change Management / Team Development.

Flexible and adaptive to new ideas.

Managing remote teams

What has given me great satisfaction...

Building and leading high-performance teams through empowering people to grow. Development of a professional network at senior level amongst manufacturers, Government Regulators and stakeholders across a range of industries, both in Australia and throughout the world.

STRENGTHS

Self awareness

Adaptable

Strategically focussed

Culturally aware

Excellent interpersonal skills.
Advanced negotiation and problem solving

Integrity

Flexible in my outlook giving me the ability to prioritise my time and focus on multiple projects

Diplomatic, polite and influential

Long standing professional networks built up over 30 years across Australia and the World.

Who I am

I am a leader who is a highly motivated self-starter and who has a passion for actively engaging with people at all levels and in all industry sectors.

EXPERIENCE

January 2024 to present: CEO of the Backflow Prevention Association of Australia Inc. and Specialist Support Advisor, AMTAC Professional Services. Working with Government and industry developing awareness of backflow prevention whilst assisting them in their compliance requirements in reporting and records of backflow prevention device testing and maintenance.

June 2020 to January 2024: A/g Director, National Construction Code Management and Standards, for The Australian Building Codes Board (ABCB).

Role: Stakeholder management as part of the plumbing team with the State and Territory Plumbing Regulators. Code development including PIA and RIS development. Regular involvement with industry representative bodies and employer associations. Presentations to industry on the National Construction Code and the ABCB Office. Involvement with Standards Australia on a number of Standards committees.

Supervision of the Graduates / Cadets, Reconciliation Action Plan Representative and member of the Department emergency management team as Floor warden.

July 2018 – April 2020: General Manager for Agru Australia Pty Ltd.

Role: Overall management of an industrial plastic piping systems wholesaling business. With sales teams in four States and three distribution centres. Duties included Sales, Import / export, Marketing, Finance and Human resources.

Responsible for on-going relationship with the parent supplier, AGRU in Austria and AGRU North America including Standards and approvals.

Achievements:

- Turned the business around from a loss to break even in the first year.
- Rationalised the sale team and streamlined the distribution.
- Focussed the sales team to a more active, business development team.
- Streamlined the WaterMark and standards approval process.

Feb 2012 – July 2018: Agent and Regional Manager Oceania for Apollo Valves / Conbraco Industries, North Carolina USA.

Role: Oceania sales management plus development and management of distribution channels and wholesalers. Brand management in the Australian and New Zealand region. This also includes sister companies, Lasco Fittings, Pegler Yorkshire, and VSH Fittings. Responsible for Standards approvals, import tariffs and duties management.

Achievements:

- Secured and implemented additional distribution agreements with wholesalers and OEM customers.
- Development and training of the distributor salespeople.
- Growth of sales revenue almost 3 fold in four years.
- Increased brand recognition through industry training and tradeshow / exhibitions.
- Worked with WaterMark CABS to have product approved for the Australian market.

2002 – November 2011: Managing Director and General Manager of AllFlow Supply Company Pty Ltd.

Role: Day to day operational and financial management of an industrial wholesaling business spread across the mining, Government, water supply and processing industry. This included sourcing international suppliers, standards approvals and importation of stock lines.

Professional Memberships

Past President and Life Member of the Backflow Prevention Association of Australia Inc.

Member of the Australian Water Association

Member of the Association of Hydraulic Services Consultants Australia, Queensland Branch

Member of the Water Industry Operators Association

Member of the American Society of Plumbing Engineers

Member of the World Plumbing Council

Member of Water New Zealand

Member of the American Water and Waste Association

I believe that if you are in an industry, you need to be involved on a number of levels.

Past Chair of the WS-023 Standards Committee

Observer or participating member on numerous Australian Standards Technical Committees

Past Board Member on the Piping Industry Plastics Association (PIPA)

Representative for the Backflow Prevention Association of Australia on the ABCB, Plumbing Codes Committee and the Plumbing Code of Australia Part B5 working Group.

Director at Large of the American Backflow Prevention Association

Founder and CEO of the Backflow Prevention Association Oceania

I have presented papers at conferences nationally and internationally on Australian Industry subjects related to protecting the water supply, backflow prevention and demand management and have had a number of articles published in trade journals like the Drinking Water and Backflow Prevention journal, the Master Plumbers magazine in Queensland and the National Plumber's Connection magazine.

Qualifications & Achievements

I hold an MBA in International Business and Cultural change, A Graduate Certificate in Management and Diplomas in Marketing and Project Management.

Winner of the 2018 Queensland Plumbing Industry Leadership Award