

My Career

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THE AGE • SATURDAY,



CAREERPATH JON BURGESS

JON Burgess, 38, is founder and head of Kwan Pty Ltd, a business development practice with clients including ANZ Bank, Telstra Dome, Westpac Private Bank, Australian Tennis Open and CPA Australia. We sought his advice for young career people.

Five common mistakes made in business are not

accepting and dealing with change, leaving respect and manners out of internal and external relationships, not planning where and how the business is going, not practising business and self-development every day, and not having a strong and multiskilled advisory board. Five top keywords for young people who care about their prospects: self-belief, courage, respect, persistence, compassion.

Five top skills in selling: plan, listen, connect with and manage people, show compassion and meet the people who matter. I think all profitable companies should set aside time and funds for community work. This is a given, not a responsibility. Mentors are extremely important. I have been mentored by more admirable people than I can list here — a few are David Flaskas,

who is Ian Thorpe's global manager, John Ilhan of Crazy John and Robert Kirby of Village Roadshow. I left Australia when I was 15, went to London and played youth soccer for the West Ham and Wimbledon clubs. I then moved into selling and business development roles spanning 20 years in the UK and Australia. Originally Kwan focused on sports

management and today it is the official Melbourne representative for Grand Slam International, which represents many Australian and Olympic sporting greats. The consultancy has expanded its disciplines, and I can also be contracted by companies to secure appointments with companies or individuals with whom they want to do business. Other facets of my work include coaching senior

employees to win new business, consulting to individuals who need help with their business development skills, and helping graduates make their first career moves. Perhaps the greatest reward has been developing opportunities to raise money and awareness for youth substance and alcohol abuse.



including budget, Common-

simply says it employs more than 1200 women.

The roles are national field operations manager, national compliance manager, national facilities manager and regional field operations manager.

Contact Regina Peterburgsky on 8530 7064.

told her employer she had a lower-back injury and couldn't perform her tasks. She consulted a succession of medical practitioners, some of whom agreed with her; others saying she was fit for light duties.

But when her employer sent a private investigator armed

Relations Court.

The court ruled that the woman was evidently stronger than she thought, but that did not constitute a sacking offence.

Her employer was ordered to make weekly payments of income maintenance.

Source: workplaceinfo.com.au

Pick the trifecta

TABCORP is in hiring mode, with an eye on the international gambling and entertainment market. The Michael Page organisation is handling recruitment and is looking for three

Melbourne, to work with permanent and part-time staff, elite athletes, corporate partners and funding agencies.

Contact Sport Employment Australia, 9620 2766.

Please send information for The Ladder to pedwards@fairfax.com.au