

PROFILE

ANDREW CAMPBELL

GENERAL MANAGER

Born and raised in Brisbane, Andrew preferred to spend time at his grandparent's sheep and cattle property near Injune north of Roma, Western Queensland. It was during those formative years of mustering, shearing, branding, fencing and planting that his educational fate was sealed. "I essentially went to Gatton Agricultural College (as it was known back then) with the aim of taking over the farm and moving out there permanently."

By the late 80's significant drought combined with falling wool prices and high interest rates, meant that dream was never realised. "My father suggested getting a career under my belt before attempting farming. I worked for the Department of Primary Industries straight out of college for three years and then after backpacking overseas for a period fell into a sales role with a small steel company. Turns out I was very good at sales and moved up the corporate ladder reasonably quickly into management."

You can see how the combination of passion for the land and experience in sales has landed Andrew the role as General Manager. He knows that regardless of the business, it's all about people and relationships, both internally and externally, including competitors.

"I have been very fortunate in my career to have received mentoring, training and exposure to working with and managing people in businesses big and small, local and remote, which has placed me in an ideal position to grow this relatively new business."

Catchment Solutions offers something pretty special to its clients by assisting them in identifying an issue in their environmental system such as waterway barriers to fish migration or a particular streambank erosion problem and then designing a solution to fix it. The big advantage that the business offers is management of every step in the process from identification to planning to design to construction to monitoring and then reporting the outcomes.

Andrew worked for some large Steel Distribution and mining support companies over the years but has found a real personal satisfaction with the work that Catchment Solutions is involved with.

"This isn't about theoretical or modelling work but more about hands on, in the field activity to deliver real environmental outcomes that mean something to the community."

Andrew has his sights firmly set on growing the business, to ensure everyone has the ability to access its services wherever they are.



"Catchment Solutions is a business that offers Environmental Solutions to current situations, practices and problems by utilising specialised skill sets from a range of industries. Every interaction involves people and that is where I add value to the role."

KEY SKILL AREAS

- Analytical and problem solving
- Key Client Retention
- Business Development
- Relationship Management
- Marketing / Advertising
- Logistics
- Customer Communication Programs
- Product Development
- P&L Accountability
- Cost analysis, reduction and control



EDUCATION AND TRAINING

AD App Science

University of Queensland 1988-1989

Post Grad Cert – Business

University of Southern Queensland 2012-2014

COMPETENCIES

RIICOM201A Communicate in the workplace

RIIGOV201A Comply with site work processes / procedures

RIIOHS201A Work safely and follow OHS policies and procedures

RIIRIS201A Conduct local risk control

RIIERR205A Apply initial response First Aid

RIIERR302A Respond to local emergencies and incidents.

RIIRIS301A Apply Risk Management Processes

RIIOHS301A Conduct Safety and Health Investigation

RIICOM301A Communicate Information

RIIRIS402A Carry out the Risk Management Process

License to Perform High Risk Work Forklift Truck

ICAM Lead Investigator

EXPERIENCE

Catchment Solutions

(Environmental Consultancy and Service Provision)

General Manager

Boom Logistics

(Mining Cranes and Heavy Haulage)

Regional Business Manager

Bis Industries

(Mining Load and Haul Operations)

Qld Regional Manager

Southern Queensland Steel

(Steel Distribution)

Queensland Regional Manager

BlueScope Distribution

(Steel Distribution)

State Manager Vic / Tas.

Metalcorp Steel

(Steel Distribution)

Sales / Branch Manager Toowoomba / Sales Manager
Brisbane / State Manager Victoria.

RELEVANT PROJECTS

PROJECT	DESCRIPTION	ROLE	CLIENT	YEAR
Project Catalyst	Innovation program involving over 100 sugar cane growers to improve management practices with positive water quality outcomes	General Manager / Project Coordinator	Australian Federal Government / WWF / Coca Cola Foundation	2016 to present
Reef Trust IV	Gully Erosion Control and Remediation	General Manager	Australian Federal Government	2017 to present
Fish Habitat Research, Rehabilitation and Management	Identify and deliver four projects in Qld with Fish Habitat	General Manager	Queensland Government – Department of Agriculture and Fisheries	2016 to 2019
Burton Coal	Manage a coal load and haul operation with 56 employees and \$16M in revenues.	Site Manager	Bis Industries	2014
BlueScope	Manage 152 people across 14 sites in two states with \$219M turnover.	State Manager	BlueScope Distributon	2008
Metalcorp Steel Victoria	Manage 56 people across 7 sites with \$35M turnover.	State Manager	Metalcorp Steel	2005
SISCO	Smorgon Internal Supply Chain Optimisation project.	Manager / Participant	Smorgon Steel	2003

