

## **BUSINESS DIRECTOR**

**NAME: Jonathan Stow**

### **QUALIFICATIONS/TRAINING**

- National Diploma in Electrical Engineering. Natal Technikon, South Africa, 1986
- National Higher Diploma in Electrical Engineering, Natal Technikon, South Africa, 1987
- Diploma in Business (Marketing). Central TAFE, Perth 2003
- 'A' Grade Electrical Worker's Licence #EW130577

### **AFFILIATIONS**

- Affiliate Technologist: The Institution of Engineers, Australia.
- Member: The South African Institute of Electrical Technician Engineers.

### **EXPERIENCE SUMMARY**

- Managing the "front end" of the business (business development, sales, marketing, etc) and the overall strategic direction of the company by identifying the most suitable business development opportunities.
- Identifying opportunities, developing relationships and providing sales and technical support for a company's range of products and service, including substations, substation HV & MV equipment, protection relays, protection relay systems and control systems.
- Technical sales and engineering support for protection relays, relay systems, power control systems, power line carrier and teleprotection equipment.
- Technical sales and engineering support for medium voltage switchgear.
- Technical presentations - PowerPoint.
- Protective device specification.
- HV and LV circuit breaker maintenance, timing tests, etc. (air, oil and SF6).
- Protection system commissioning and maintenance.
- Sub-station commissioning and maintenance.
- HV transformer commissioning, testing and maintenance.
- HV Insulating oil testing.
- HV and LV cable fault location.
- Protection relay testing, from simple electro-magnetic over-current relays to solid state protective relays.
- Capacitance and dissipation factor testing.
- Power system monitoring and recording.
- Locomotive engine load testing.
- Earth resistance testing.
- Execution of electrical maintenance, planned and breakdown, of major hospital sites.
- Thermographic surveying of electrical and mechanical plant.
- Maintenance, installation and commissioning of diesel driven generating sets, incorporating auto synchronising and auto-load sharing control.
- Design and installation of electrical layout for a desalinated water plant.
- Installation of a fish processing plant.
- Installation of power factor correction plant.
- Installation of a computer based, load dependent, switching system for a power station.
- Design and implementation of a planned maintenance program.
- Locating and purchasing engineering supplies, both locally and from over-seas suppliers.

## JONATHAN STOW

- Supervision of maintenance personnel.
- Electrical power generating plant maintenance, including: boiler controls; fans and draught control; coal feed conveyor control; control room panels; cooling water pumps; turbine controls; motor switchgear, etc.

### EMPLOYMENT HISTORY

#### March 2008 to Current

##### **Powertech**

##### **Business Development Director**

Acting in a senior managerial position within Powertech I take an active role in “Devising and Deciding” how best to apply Powertech “Principles and Policies” in practice.

The primary role is to manage the “front end” of the business (business development, sales, marketing, etc) and the overall strategic direction of the company by identifying the most suitable business development opportunities. The role incorporates:

##### Duties

- Liaison with other Senior Managers to decide upon priorities and target each respective department’s upcoming prospects;
- Conducting risk assessments by liaising with all relevant Project and Department Managers to ensure that the Company has the adequate resources to deliver on the required commitment;
- Review and approve purchase orders and awards prior to the acceptance of any terms and conditions;
- Understanding of the Company’s “Good to Great” aspirations and applying a culture of continuous improvement at all levels within the organisation.
- Assisting the Managing Director and Financial Controller when setting annual budgets to be achieved by the relevant Project or Department Managers and assist such managers with ongoing support and mentoring;
- Setting the Company’s Marketing and Events budget annually and extracting the most value from this budget by promoting the Company within its key markets and preferred customer base;
- Maintaining and updating the latest prospects list on the project tracking database;
- Travelling interstate and overseas on Business Development trips or attending site to carry out safety and quality audits;
- Playing an active role in the Company Mentoring Program, recruitment drives and staff annual review process;
- Participating actively in quality and HSE activities as advised by the Quality Director and identifying quality and HSE issues in my own area and communicating these to the Quality Director;
- Providing after hours support on a roster basis and representing the Company at various promotional functions and events.

#### November 2004 to February 2008

##### **AREVA T & D Australia**

##### **State Sales Manager WA & NT**

##### Duties:

Responsible for developing new business in the power utility, oil and gas, mining and industrial sectors for all of the AREVA T & D business units, (T & D Systems, Transformer Division, HV Equipment Division, MV Switchgear Division and Automation Division).

Key roles involved identifying opportunities, developing relationships and providing sales and technical support of the company’s range of products and service, including substations, substation HV & MV equipment, protection relays, protection relay systems and control systems. The role also incorporated the day to day running of the Perth office staff and providing engineering support for AREVA T & D’s Automation range of protection relays. These relays were widely used by industry in general including Western Power and the Public Transport Authority. The role included commissioning and application support in both protection and SCADA.

## JONATHAN STOW

This was an autonomous position reporting to the Marketing Director in Homebush Bay, New South Wales.

**December 1997 to August 1998**  
**ALSTOM Medium Voltage Switchgear**  
**Sales Engineer**

**Duties**

Responsible for Key Accounts with sales and technical support of the company's range of medium voltage switchgear, (3.3kV to 50kV; SF6, vacuum and GIS), throughout Western Australia primarily to Western Power, Consultants, Mining, Minerals and Oil/Petroleum Industries.

This was autonomous position reporting to the management team in Rocklea, Queensland.

**July 1996 to October 2004**  
**AREVA Automation & Information Systems, (formerly known as ALSTOM)**  
**Sales Engineer**

**Duties**

Responsible for Key Accounts with sales and technical support of the company's range of protection relays, instruments, protection relay systems, control systems and teleprotection systems throughout Western Australia primarily to Western Power Corporation, Consultants, Mining, Minerals and Oil/Petroleum Industries. Responsibility also includes arranging exhibitions, seminars and training courses in conjunction with customers, interstate and overseas visitors.

This was an autonomous position reporting to the Chief Executive, Automation & Information Systems in Homebush Bay, New South Wales.

**September 1994 to June 1996**  
**Testing and Commissioning Services (Australia) Pty Ltd**  
**Senior Technician**

**Duties**

- Power system monitoring and recording
- Protection relay testing
- Earth resistance testing
- Thermographic Surveying of Electrical and Mechanical plant, analysis and reporting using Agema Infrared scanning equipment and computer software.
- Quotation, client development and marketing
- HV and LV circuit breaker maintenance, timing tests, etc.
- Compilation of presentations using MS-PowerPoint.
- Capacitance and dissipation factor testing.

**September 1991 to September 1993**  
**Seychelles Marketing Board, Mahé, Rep. of Seychelles**  
**Electrical Engineer**

**Duties**

- Installation and maintenance and some design of all electrical plant for a 38 hectare prawn farm including the following:
- 5 x 475 kVA diesel driven generators,
- 2 x 2MVA 400V/11kV transformers,
- 11kV SF6 circuit breakers,
- 5 x 400kVA mini-substations,
- 1 x 50 ton / day desalinated water plant,
- 1 x 13 ton / day ice making plant,
- Blast freezer and cold storage plant, (500m<sup>3</sup>),

## JONATHAN STOW

- Fish processing plant conveyors and graders,
- Paddlewheel aeration and lighting for 78 ponds,
- 13 x 55kW centrifugal pumps.
- Installation of power factor correction equipment on main LV board and individual pumps.
- Installation of a computerised monitoring and load dependent switching system for all 5 generators.
- Design and execution of an annual planned maintenance program for the entire project.
- Locating and purchasing of all engineering supplies, both electrical and mechanical, from local and over-seas suppliers.
- Supervision and execution of maintenance of all engineering plant in SMB's property.

### **May 1991 - Sept. 1991**

#### **Protection and Metering Technician. - ESKOM: Transmission Dept. South Africa.**

##### Duties:

- maintenance of protection systems;
  - sub-station commissioning;
  - cable fault location;
  - transformer, circuit breaker (air, oil and SF6) commissioning, testing and maintenance.
- (All of the above on 11kV to 400kV equipment).

### **Nov. 1988 - Dec. 1990**

#### **Maintenance Officer - Spearhead Technical Consultancy, London, UK.**

#### **(Contracted to London Hospitals, viz. St. Anne's, Charing Cross, Whipps Cross.)**

##### Duties:

- Execute planned and breakdown maintenance on all engineering plant.
- Survey of two large Acute Hospital sites, formulating the information onto a computerised database for use in planned maintenance programs.

### **Jan 1984 - March 1988**

#### **Protection and Metering Technician. ESKOM, Natal Region, Durban, South Africa.**

##### Duties:

- Maintenance of power station plant, including:
    - 4 x 37,5 MVA generators (11kV)
    - 2 x 75 MVA generators (11kV)
    - 3 x 45 MVA 132/33kV transformers
    - 4 x 35 MVA 11/132kV transformers
    - 2 x 72 MVA 11/132kV transformers
    - the associated circuit breakers, links, cooling water pumps, boiler controls, fans and draught control, coal feed conveyors, air compressors, turbine controls
  - maintenance of protection systems;
  - sub-station commissioning;
  - cable fault location;
  - transformer, circuit breaker (air, oil and SF6) commissioning, testing and maintenance.
- (All of the above on 11kV to 400kV equipment).