



**Date of Birth:** 21/09/1958 **Nationality:** Australian  
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**Telephone:** (08) 8373 1450 **Mobile:** 0412 061 720 **E-mail:** [gosia.hill@aeuconnect.com](mailto:gosia.hill@aeuconnect.com)  
**Current Role:** Director, International, AuEuConnect, Division of Hill Pratz Pty Ltd  
**Most Recent Role:** Senior Trade Commissioner, Minister Counsellor Commercial, Australian Trade Commission, Department of Foreign Affairs and Trade, [www.austrade.gov.au](http://www.austrade.gov.au), Top secret security clearance

## Educational Qualifications and Professional Development

Flinders University, B.Social Administration 1987 (post-graduate); Flinders University, Adelaide, BA (Politics/Philosophy), 1983  
Krakow Jagiellonian University, Poland towards a degree in Linguistics and International Affairs, 1979  
Australian Civilian Corps Foundation Training, Oct. 2011  
Certificate Capacity Development Across Cultures: Red Cross, March 2012; Senior First Aid Certificate, April 2012  
Diploma, Training and Assessment, Adelaide TAFE, 1994  
Australian Staff and Command College: Joint Operations: STABOPS : "The Humanitarian Battle Space", November 2011  
Personal Travel and Safety (terrorism, hostage taking, weapons, first aid and crisis management), Austrade Frankfurt 2007  
APEC (Asia Pacific Economic Cooperation ) Training and Certification Program for Small Business Counsellors, December 2010  
Financial planning and accounting for management purposes; Conflict resolution, negotiation and mediation  
Child protection; Women and financial management; Equal opportunity legislation  
Strategic planning; Dealing with the media

## Key Areas of Expertise

- Senior management in complex and diverse environments; international affairs and consular corps (+5 years)
- Governance, monitoring and evaluation (+5years)
- Cultural and gender specialist and community driven capacity building (+7 years)
- Regional economic development and institutional strengthening (+7years)
- Social inclusion, equality and access strategies for disadvantaged groups (+7 years)
- Refugee processing and resettlement (+5)

## Key competencies

- Project and Task Management
- Analytical Thinking and Problem Solving
- Communication, Government Engagement , Interpersonal and Cross-cultural Skills
- Leadership and Management: Situational Awareness, Anticipation and Good Judgment

## Career History

2011- current, **Member of the Australian Civilian Corps** <http://www.ausaid.gov.au/acc/>

2009 – February 2011 **Field Education Development, Cambridge International College – Vocational Training**  
Developed appropriate social welfare, aged care and health field education experience placements for international students and ensured that legal, regulatory and policy requirements were met in the delivery of field education component of studies

2009 – current **Director Hill Pratz Pty Ltd (since 1989)** trading as Options Australia, PC Care Options, Network64  
[www.network64.com.au](http://www.network64.com.au) and AuEuConnect, [www.aeuconnect.com](http://www.aeuconnect.com)

Business development; Preparing tenders and submissions; Project scheduling, management and reporting; Project costing and accountability; Participating in all financial decisions of the firm; Design and implementation of promotional initiatives; Training needs analysis and competency assessment; Design, preparation and delivery of training courses, curriculum writing for national accreditation; Provision of business advice, business planning with over 3000 clients; Research and analysis; review of government funded programs and services policy evaluation and program development; Identifying funding requirements, preparing funding submissions for client organisations; Change management and strategic planning; Regional development and community consultations; Lectured in small business management and exporting at TAFE colleges (80,000 student hours) and developed teaching resources on a range of topics, including business management and international business

- Selected as developer and writer of the Small Business and Enterprise section of an on-line national resource [www.myfuture.edu.au](http://www.myfuture.edu.au)

- Contracted to the Commonwealth Government Department Employment and Training to deliver the New Enterprise Incentive Scheme (7 years) with the responsibility to facilitate the start-up of new, innovative small businesses by migrants in South Australia. Our success rate of new business development was unsurpassed on a national basis and our methodology was featured in the Program Evaluation Report as the best practice model
- Contracted to delivered small business management competency based training to over 60 women in Central Asia;

**May 2004 –October 2008     Senior Trade Commissioner, Australian Trade Commission**

Represented Austrade at the highest international level with governments, agencies, business groups and accredited diplomatic missions in Central and South Eastern Europe, identified and facilitated commercial opportunities for Australian companies and developed commercial opportunities, business contacts and partners. Implemented strategies and provide services to assist Australian exporters; Negotiated and influenced access to high level government officials, decision-makers, business contacts and customers to assist Australian companies in identifying and winning international business; Ensured compliance with audit requirements and government's key policies and administrative procedures (KPMG audit completed)

**January 2003 – June 2003     Technical Advisor: Economic Development Project in KwaZulu Natal, South Africa (as part of the Local Government Partnership Program)**

Delivered training programs and capacity building in economic development for the District Council of Umkhanyakude. Successfully shared Australian public sector management best practice models, focusing on the values of planning, transparency and accountability to implement effective government operations in remote areas of South Africa. Worked affectively with local operatives and provided coaching. Contributed to the establishment of improved processes for consultation, planning and program assessment.

**May 2001 – April 2004     Executive Officer, South Australian Local Government Consulting Inc.**

Managed a State-wide, membership based organisation procuring and packaging expertise for international Overseas Development Assistance projects (including successful bid with two interstate partners for a \$6M South African LG Partnership Project). Identified track and develop international project and opportunities to export LG expertise through AusAid, Asia Development Bank and the World Bank; Managed SALGC responses to bidding opportunities and broker project partnerships and alliances and manage SALGC's ongoing involvement in projects; Manage the membership base, keep members involved and informed

**January 2001 - April 2001     Consultant, Services Export Unit, Department of Industry and Trade**

Responsible for identifying and tracking export opportunities for the South Australian service clusters (legal and judicial, environment, IT, spatial, racing, local government), with particular focus on ODA tender opportunities. Managed a team charged with the responsibility of researching and documenting the State's service export capabilities and facilitating the formation of industry and supply chain clusters and alliances

**April 2001-November 2001     Consultant, Education.au Limited, National Career Information System**

Managed the development of a significant section of a Government Career Information System : [www.myfuture.edu.au](http://www.myfuture.edu.au) providing information and exploration on-line resource on different industries, occupational pathways, courses, resources, job seeking tips, etc. It was my responsibility to plan and write the entire content for the site's Work and Employment section on Enterprise and Small Business and "Enterprise for Young People".

**1997 – 2000     Manager, Northern Adelaide Business Enterprise Centre**

Responsible for the effective operations of the Centre. Developing and implementing programs and services, communicating the needs of local business communities to authorities and government. Led a team of business advisers responsible for planning and delivery of effective, timely and appropriate information, training programs and counselling services small business.

**1987 – 1989     Assistant Manager, Investment Attraction, Europe, Department of State Development, Industry, Trade and Technology**

Directly involved in the attraction and establishment of 120 new migrant business operations South Australia across a wide cross-section of industries, hosting exploratory visits, facilitating programs, introductions to government agencies and business contacts Evaluation of the State-wide Investment Attraction and Business Migration Strategy for the Minister of State Development, Industry, Trade and Technology

**1985 – 1988     Senior Project Officer, Policy Development and Program Evaluation, Department of Education and Children's Services**

Strategic planning of existing and new early childhood services to be delivered equitably and effectively throughout the State; Needs analysis, input into the planning process and establishment of the nationally acclaimed bi-lingual assistants scheme; Development of access and equity policies, evaluating and reviewing programs, initiatives and special funding schemes; Reporting on the

effectiveness and appropriateness of programs and schemes targeting particular ethnic communities; Preparing responses to relevant Ministerial correspondence, chairing meetings and convening consultations and working parties

**1982-1985 Social Worker, Community Development Administrator, Commonwealth Department of Immigration and Multicultural Affairs**

Member of a State team delivering migrant settlement information, assistance and administration of government funding schemes; Provision of information, referral and counselling services to over 5,000 migrants and refugees and administration of Commonwealth settlement assistance and community development schemes (\$30M per annum); casework and intervention ; Assisting communities with the management of funds, planning, implementing and monitoring of work programs and provision of support to community volunteers and organisations funded by the Department; Provision of information, referral and counselling services to clients across the state (metropolitan and country areas); Delivery of information and orientation programs; provision of referral, advocacy and mediation service; Design and production of client information materials; Provision of specialist expertise to other agencies in implementing social work strategies (case assessment and intervention); Inter-agency liaison and co-ordination of initiatives; participation on committees and working parties; Planning and implementation of community development programs (especially for families and children); provision of support and practical assistance to management committees and community groups; Implementation, monitoring and evaluation of programs; Report preparation and input into a range of government policies; Conducting community consultations; Training and supervision of welfare and social work student

**Distinctions:**

Distinguished Alumni Award Flinders University, 2008

Cross of Merit 1996, awarded by the President of the Republic of Poland for contribution to economic development

Centenary Medal 2003, awarded by the Prime Minister of Australia for the contribution to the community

**Boards, Committees and Community Involvements (present and past):**

Flinders Business School Advisory Board

President, Asia Pacific Business Council for Women

Flinders University, Adelaide, Council Member, Member of Professorial Appointments Committee

Flinders University, Adelaide, Alumni Association Executive Committee Member

Australian Centre for Community Services Research – Board Member

Women's Advisory Council, Cabinet appointment (1997- 2002)

German Austrian Business Council and CITCSA former member; Business SA (Chamber of Commerce and Industry)

Multicultural Education Consultative Committee (MECC) – former Member

National Accreditation Authority for Translators and Interpreters, former SA Chair and Convenor

South Australian Employment Promotion Committee, Ministerial Advisory Committee

Senior Secondary Assessment Board of SA, Advisory Committees on Business and Workplace Education Rural Communities

HomeBis Inc. – Foundation Member – Association of Home-based business owners of SA

Social Security Consultative Committee, former Chair, Ministerial Advisory Committee

Overseas Qualifications Board former member

Justice of the Peace: for and in the State of South Australia

**References:**

**Prof Dean Forbes**, Deputy Vice Chancellor, International and Communities, Flinders University, Tel +61 8 8201 5462

[www.deanforbes.com.au](http://www.deanforbes.com.au)

**Debbie-Kerrins**, Group Manager Capability Development and Talent Management at Austrade, Human Resources Division; e-mail

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**Marylène Vioria-Viola**, Industry Development Manager SA Department of Manufacturing, Innovation, Trade Resources and Energy

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