

Mike Clifton
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CAREER SUMMARY

The vast majority of my career (approx. 30years) I have been a Stock & Station & Real Estate Agent, providing services to graziers & farmers in the form of livestock & property sales & purchasers, auctioneering, general advice around marketing and also a degree of mentoring particularly in my leadership roles within Landmark & Elders. Throughout this period I have developed a large and diversified network of contacts.

September 17- Present

COLLIERS INTERNATIONAL

Director Rural and Agribusiness

- Rural Property and Agribusiness sales and marketing. Sydney based specializing in Beef, Sheep, Dairying Cropping, Irrigation, Viticulture and Horticulture predominantly across NSW

BUSINESS EXPERIENCE: CHARITY OWNED

June 2013- August 17

Director/CEO

SWEET HELP PTY LTD, SYDNEY

- Purchased and operated Sweet Help Pty Ltd a charity based confectionary distribution business
- Managed a team of 14
- Rebranded the business
- Involvement in selling the new brand into stakeholders from all areas of the business including employees, charity partners, suppliers
- Introduced a leading Australian charity partner, National Breast Cancer foundation
- Automated the business
- Implementation of 3rd part logistics processes
- Introduction of the Sweet Help Cashless Payment App
- Increased customer base from 2200 to 3100
- Introduced social media across the Facebook platform
- Timely execution of production and delivery and embedded management routines

BUSINESS EXPERIENCE: REALESTATE AND LIVESTOCK

2010 to 2013

Key Account Manager

ELDERS, SYDNEY

- Responsible for the day-to-day Account management of some of the largest Pastoral and Family run companies in NSW and QLD
 - Full responsibility for the financial management and forecasting of the accounts bringing in \$800k to \$1m revenue year on year
- Responsible for livestock marketing and purchasers, through Auctions plus, Saleyards, on farm auction sales and private treaty sales
 - Sheep and cattle statistics – approx. 50,000 cattle and 100,000 sheep and lambs annually

2008 to 2009

LANDMARK DUBBO

NSW Livestock Manager

- Responsible for management of the NSW livestock Budget
- Implementation and management of both Stud and Commercial Sales Strategies and operations
- Overseeing and monitoring OH&S within the NSW Livestock team
- Growth and maintenance of Key client relationships
- Oversee recruitment and training of the NSW livestock sales team

2006 to 2008

LANDMARK CTM ORANGE

Livestock Sales Manager

- Post sale of CTM to Landmark engaged as Livestock sales manager conducting business as usual prior to sale

1997 to 2006

Director / CEO

CLIFTON THOMPSON MAHER, MOLONG AND BATHURST

- One of the leading stock and station agency in rural NSW
- Team of 12 Permanent staff plus 4 casuals
- Client base of over 3000 clients
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- Responsible for livestock sales of approx. 60,000 Cattle and 130,000 Sheep & Lambs annually.
- Responsible for rural property sales circa \$30m turnover year on year

1987 to 1997

Director / CEO

MC CLIFTON AND CO, MOLONG

Established owned stock, station and real-estate business in Molong

- Built from start up to well established agency within 5 years
- Team of 4 permanent staff plus 1 casual
- Annual livestock sales of 18,000 cattle and 50,000 sheep & lambs
- Annual Rural property & Real Estate sales of circa \$15m turnover year on year

OTHER BUSINESS EXPERIENCE

1985 – 1986

Station Overseer

Mulungeen, MOLONG

1980 – 1985

Livestock Salesman

ELDERS, COOTAMUNDRA, COONAMBLE, WEE WAA

1977 – 1979

Jackerooing

Australian Estates 'Buckiinguy Station' Nyngan & 'Hillgrove' Coonabarabran.

EDUCATION AND QUALIFICATIONS

Ultimo Tech

1981

Real-estate and Stock and Station Agent License

Tocal Agricultural College, Paterson

1976

Advanced Certificate in Agriculture

Newington College, Stanmore

1974

School Certificate

REFERENCES AVAILABLE UPON REQUEST

