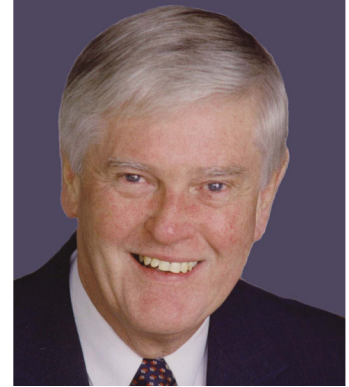


“Sales professionals must look at senior business executives not just as buyers, but as investors. Give them three good reasons to invest in your solution.”



## JOHN A. BAIKIE

For over 30 years, Mr. Baikie has held senior executive positions in a wide range of businesses. His corporate titles include CEO, CFO and Chairman, and his industry experience covers venture capital management, textile manufacturing, investment, insurance, IT, home building, construction, property and financial services corporations.

Mr. Baikie started his career as a computer systems engineer/salesman at IBM (Canada), and then became Financial Controller and IT Department Director for Feltex, a South African textile-manufacturing conglomerate. As Financial Controller, Mr. Baikie was responsible for the installation of a wide range of computerized financial and reporting systems. He later joined the South African financial services organization Sage Group where he held a number of senior executive roles. As CEO of Sage's construction and property investment division, he was ultimately responsible for the evaluation, acquisition and/or construction of office buildings, shopping centers, industrial properties and real estate developments.

After migrating to Australia, Mr. Baikie was appointed CEO of B.T. Innovation Ltd., a Bankers Trust (Australia) listed venture capital corporation. In that capacity he served as chairman/director of startup businesses in IT, aquaculture, engineering and medical industries. He was a founding director of the Australian Venture Capital Association and the Futures

Foundation, an organization of futurists.

Mr. Baikie is an accredited member of National Speakers Association of Australia and is an experienced mentor of CEOs, initially through TEC, the largest CEO development corporation in the world, and later through MPowering Pty Ltd. a privately owned executive development corporation.

### INDUSTRY EXPERIENCE

Financial Services, Manufacturing

### CORPORATE BACKGROUND

CEO of MPowering Pty Ltd.; CEO of B.T. Innovation Ltd.; CEO of Sage Property Group; Financial Controller, Feltex Group; Computer Systems Engineer/Salesman, IBM (Canada)

### EDUCATION

Advanced Management Program, Harvard Business School; Bachelor of Commerce (Hons.); Bachelor of Economics.

### LANGUAGE

English

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