



UNSW Global Group Executive Appointments

New Group Executive for UNSW Global Business Development



Mr Neville Walter has been appointed as Group Executive Business Development for UNSW Global Pty Limited.

Neville brings to the role a hands-on approach to sales and marketing and business development which spans both large corporate companies such as British Airways, Price Waterhouse Coopers and Caltex and start-up businesses. He was most recently engaged in Strategic Account Management at Caltex, developing further the strong business relationship between Caltex and QANTAS. He also held a Senior Strategy and Planning advisory role with Caltex.

Prior to that, Neville worked in the UK retail and consumer goods areas, conducting strategic planning, financial modelling, business case evaluations and business partner capability assessments. In late 2001, he successfully raised a substantial sum of venture capital for his own start-up company, managing bars based in London. Given the substantial dearth of venture capital post the 'tech wreck' and 9/11, this was no small feat.

With a stint in Paris as Global Operations Manager for Price Waterhouse Coopers, and roles in strategic and channel marketing for British Airways, Neville has a very broad based skill set. He has an MBA (Cranfield), a BA(Hons) Geography (Durham) and a Masters in Landscape Design (Manchester) and is an accredited French speaker to Intermediate Business Standard. Originally from the UK, he has been living in Australia for 4 and one half years.

Neville joined UNSW Global Pty Limited on 27 January 2009.

New Group Executive for UNSW Institute of Languages



Mr Marc Weedon-Newstead has been appointed as Group Executive for UNSW Institute of Languages.

Marc comes to UNSW Global from his role as CEO ACCESS Programs Australia Ltd, a not-for-profit, quality-accredited provider of employee assistance programs including professional counselling, critical incident response, conflict management and related services.

Marc has had a long involvement in English language teaching and the management of language teaching organisations. His early career as an English teacher was spent overseas and included teaching in rural secondary schools in Sudan, teaching the military in Kuwait, and working in Japan for a national university.

Since returning to Australia in the early 1990s, Marc has held senior management positions in a number of language teaching organisations, including Insearch, GEOS and ACL. His experience includes not only educational and operational management of language centres, but also responsibility for financial management, business development and marketing.

Marc has a BA from UNSW, an RSA Dip. TEFLA, and an MA (Applied Linguistics) with Merit from the University of Sydney. Marc has previously been elected as a General Delegate and Deputy Chair of the Council of English Australia and was a member of the Board of the National ELT Accreditation Scheme.

Marc will take up his duties in mid-February.

New Group Executive for Educational Assessment Australia



Mr Jeff Laurie has been appointed as Group Executive of UNSW Global's Educational Assessment Australia.

Jeff joins EAA from the NSW Department of Education and Training's international commercial arm, DET International, where for the past year he has managed a unit pursuing offshore projects for NSW Schools and TAFE NSW. These projects include the introduction of a new K-12 schools curriculum (based on the NSW curriculum) into the Emirate of Abu Dhabi and which has now been adopted nationally by the United Arab Emirates. Another project is the individual assessment of 302 School Principals and 450 Vice-Principals in Abu Dhabi and development of personal learning pathways towards postgraduate degrees.

Jeff previously worked within the international business areas of the NSW Department of State and Regional Development and the Northern Territory Government after spending some 6 years at UTS developing trans-national operations around Asia. Jeff has also worked as an academic in Marketing at several Universities (including UNSW) as well as operating his own international marketing consulting business.

Prior to moving into the education sector, Jeff's 'first career' was with the Commonwealth Government's International Trade portfolio for nearly 19 years. Most of this time was with Austrade and included an appointment as an Australian Trade Commissioner to Bahrain and Qatar, as well as managing business relationships with the World Bank and Asian Development Bank.

His tertiary qualifications include an MBA and BBus from UTS, as well as Diplomas in Management and Export from NSWIT and the Australian Institute of Export.

With a broad background in international business and, more recently, with a focus on international education, Jeff brings a valuable range of skills, knowledge and contacts to UNSW Global.

Jeff starts officially on 19th January 2009.