Victorian Business Recovery Advisory Service

The Victorian Business Recovery Advisory Service is a FREE business support service that provides expert guidance and tailored support to small businesses that are located in one of the nominated local government areas.

Every participating small business works directly with one of our Business Advisers, who can provide confidential advice, mentoring and other support depending on what your business needs.

Each one of our Business Advisers is also a subject matter expert, and between them they have deep knowledge & experience across a variety of relevant disciplines including digital marketing, general marketing, financial management, strategy, digitisation, and systems & processes. If you have specific opportunities or challenges in any of those areas, your Business Adviser can either help you themselves (if it is within their own expertise) or connect you with an expert colleague.

Your Business Adviser can also introduce you to a wide range of support services including financial counselling, mental health services and business coaching.

If you believe your business could benefit from connecting with a highly experienced business mentor that you can call any time for guidance, advice and/or access to support services, then you owe it to your business (and to yourself) to contact us!

To register your interest and find out if your business is in one of the eligible local government areas, visit **aigroup.com.au/bras-vic**

Introducing our Business Advisers:

Tony Barrett – Tony has more than 15 years' experience as an executive and consultant, specialising in online business and general strategy. He was General Manager of SEEK Learning from 2010-2015, CEO of Flippa (the world's leading marketplace for websites, domain names and online businesses) from 2015-2018, and since 2018 he has helped a wide range of clients achieve exceptional growth primarily by improving the effectiveness of their digital marketing and overall online presence. Prior to SEEK Learning he was a senior member of SEEK's corporate strategy team and before that a consultant with global strategy consulting firm BCG. He also holds an MBA from IMD in Switzerland.

Sairah Hussain – Dr. Sairah Hussain (PhD) is a business management consultant coming from a biomedical science background with a depth of expertise in innovation and entrepreneurship, Industry 4.0 and internationalisation. Sairah's past work experience spans several sectors, including government, telecoms, oil & gas, ICT, medical services and not-for-profit in the U.K., Singapore, Middle East and Australia. Prior to joining the Victorian Business Recovery Advisory Services Program, Sairah was a business growth facilitator with the Federal Government's Entrepreneur's Programme, in which she delivered expert advice, business evaluations and practical support to help local SMEs grow, innovate, and commercialise nationally and globally.

Vlado Baban – Vlado Baban has a broad background as a business advisor having worked with +500 companies across Australia in manufacturing, hospitality, food-agri, technology, finance, and customer-facing service sector. Vlado's is a specialist in Financial Management assisting business owners to understand how financial literacy empowers them to take control of their business by using cashflow planning tools, Price/Cost modelling and P&L forecasting tools teaching them how to achieve real-time financial reporting. Vlado is also highly skilled in the use of Systems & Processes to improve customer service, administration and reducing costs. Vlado has an engineering degree and a business degree and is a qualified corporate director.

Michael Duncan – Michael has over 15 years of experience leading high performing teams and driving business growth, Michael is dedicated to assisting businesses to thrive. At the heart of Michael's expertise lies a profound love for strategy, enabling businesses to find opportunities for improvement and gaining a competitive edge. He combines creativity and deep industry knowledge to uncover innovative solutions. Michael's professional accomplishments include being a member of the Institute of Management Consultants (MIMC), a graduate of the Australian Institute of Company Directors (AICD) and holding university qualifications in Business Management and Leadership. His expertise extends to Brand Management, Marketing, Communications, Project Management and Career Development.

Tim Farrah – Tim's expertise lies in his hands on experience in owning and running businesses. He cut his teeth in business at the age of 23, taking on the management of the family motel, restaurant, and reception centre in Albury NSW. In the early 2000's he assisted Fletcher Jones in developing a franchise model for their famous clothing stores then owned a sports merchandising business specialising in motorsport merchandise for some of Australia's most successful racing teams. Tim has used the many lessons learnt along the way to assist other regional business owners as a Facilitator in the Entrepreneurs' Program for 5 years before taking on the role of Regional Manager and more recently Director of Business Service for the Australian Industry Group.

Ai Group

Ai Group is the delivery partner for the Business Recovery Advisory Service which is jointly funded by the Australian Government and the State Government of Victoria.

The Australian Industry Group (Ai Group®) is a peak national employer organisation representing traditional, innovative and emerging industry sectors. We have been acting on behalf of businesses across Australia for 150 years.

Ai Group and partner organisations represent the interests of more than 60,000 businesses employing more than 1 million staff. We provide the practical information, advice and assistance you need to run your business.