

**Billy Leitch**

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1.33cm

1.8cm

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| **RESUME SUMMARY** |
| As a co-founder of an e-commerce store and a management consultant, my passion is in the areas of entrepreneurship, technology and business. I am driven by technologies and ideas which enable businesses to scale and grow, enhance value delivery and reach a wider network of customers. I love problem solving and working with others to tackle large complex issues by structuring them into manageable sub-components and working through these methodically as a team. My career experience has equipped me with the behavioural attributes and core competencies required to work with clients to analyse their key requirements, develop an implementation plan for resolution and to manage and successfully deliver large scale transformation projects. |
| **CORE COMPETENCIES** |
| * Business strategy and transformation * Structured problem solving * Structured written and verbal communications * Client engagement and relationship management * Project management |
| **ACCREDITATIONS AND QUALIFICATIONS** |
| * Bachelor of Resource Economics (honours) from Sydney University * MITx: Introduction to Computational Thinking and Data Science * MITx: Introduction to Computational Thinking and Programming Using Python * DelftX: Data Analysis: Take it to the MAX() |
| **RELEVANT EXPERIENCE** |
| **SENIOR ASSOCIATE – THIRD HORIZON CONSULTING PARTNERS (2016 - PRESENT)** |
| *Previous Clients*: HealthShare NSW, Woolworths, RBC Capital Markets, APA Group, Ausgrid, Transgrid, eHealth NSW, Lake Macquarie City Council |
| Third Horizon is an Australian management consulting firm. It focuses on the implementation of large-scale change and business transformation initiatives. In managing complex programs, it works collaboratively with major organisations across a range of industries to execute their strategy and help deliver lasting results.  My role as Associate is to support the delivery of business transformation initiatives through structured business problem solving and communication skills and stakeholder engagement and facilitation. My most recent engagement has focused on supporting a state-wide manufacturer of hospital food to right-size the organisation’s manufacturing foot print for the future demand profile. |
| **CO-FOUNDER – THE LAST UNICORN (2018 - PRESENT)** |
| *Website URL:* [www.thelastunicorn.shop](http://www.thelastunicorn.shop) |
| The Last Unicorn is a jewellery, apparel and beauty ecommerce store which my partner and I co-founded in June of this year. We have successfully managed to grow the business to over $800 in average monthly revenue with up to 20 – 50 people visiting the website every day.  While currently small, we hope to scale The Last Unicorn to a 6-figure business through a mixture of content and social media marketing and paid advertising. Our strategy is to iterate the business model as we grow, with the aim of transitioning from sourcing products off international wholesalers to the design and manufacturing of products in-house. |
| **INTERN – WATERMARK FUNDS MANAGEMENT (2015)** |
| Watermark Funds Management is a mutual investment fund focused on Australian and international shares. It profits from the mis-prising of shares by taking an active position in the equities markets and managing long/short portfolios.  My role at Watermark was to analyse the needs of the investment team and develop a live dashboard of macroeconomic trends driving company performance. The dashboard was leveraged in weekly investment steering meetings to assist discussions of portfolio allocation and performance. |