

Ian Sutton

Managing Director at Sutton Flexible Packaging Training

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Summary

I believe knowledge and its intelligent use is one of the most important keys to business success. Knowledge has many forms, including product knowledge, developing communication and networking skills and the often underestimated gem known as "street-wise savvy".

Experience

Managing Director at Sutton Flexible Packaging Training

October 2008 - Present (7 years)

Training of groups from 1 to 30 trainees. Over 30 years have trained in Australia, Asia , UK , Europe and Asia. Training topics include manufacture, product development ,selling and the history of plastics.

Sales Manager Asia Pacific at Entapack Pty Ltd

2006 - 2008 (2 years)

Sales budgets , applications, international customer liaison and reporting.

Product Manager Rigid Packaging UK & Europe at Sealed Air Europe

2003 - 2006 (3 years)

Responsible for the profitability of the Product Line.

Managing Director at Sealed Air Africa

February 1998 - February 2003 (5 years 1 month)

Responsible for overseeing the full operation , including manufacture, finance, technical and selling. Area was Cape Town to Kenya.

Product Manager Laminates at Sealed Air Australia

1988 - 1998 (10 years)

Responsible for the profitability of the Laminates Product Line. Duties covered product development and Capex , through to customer liaison and sales training.

Volunteer Experience

Vice President at Lions Club of Park Orchards

June 2006 - Present (9 years 4 months)

Head of Welfare Committee

Skills & Expertise

Management

Product Development

Sales Management

Business Strategy

Key Account Management

Marketing Strategy

Account Management

International Sales

Strategic Planning

Business Development

International Business

Training

Sales

Continuous Improvement

Plastics

Education

RMIT

Bachelor of Applied Science (B.A.Sc.), Organic Chemistry and Polymer Science, 1966 - 1972

Activities and Societies: Australian Institute of Packaging, Lions of Park Orchards.

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