

Eng-Com offers business development and technical services for the Engineering and Commercial sectors – hence our name. Projects undertaken by David Peck have included:

- Implementation of Microsoft Outlook based client and project information system using the Internet for synchronisation of data between 15 local and interstate staff.
- Corporate web site for an engineering firm featuring case studies of client solutions.
- Coordination of exhibitions for individual engineering companies and the Austenergy Energy Systems export group, including D2000/2, AIEE, and CEPSI in various countries throughout S.E. Asia.
- Opportunity Evaluation workshop for a rural family medical support network.
- Partner search to facilitate commercialisation of an emerging technology company.
- Market research for a rural government body with proposals to assist their development of local engineering firms servicing the oil & gas industry.
- Management of a regional business development group for the engineering community in Gippsland, S.E. Australia.
- Rail safety & quality accreditation for a narrow gauge tourist railway
- Export market facilitation for a large electrical firm resulting in long-term multi-million dollar sales to S.E. Asia and export awards from the Governor of Victoria.
- S.E. Regional representation for an interstate electrical equipment manufacturer.
- Assessment of the options for paper mill roll-grinding involving a visit to equipment manufacturers in Germany.
- Start-up Business Plan for a high-tech fibre-optics/electronics manufacturer – subsequently employed as inaugural CEO.
- Ausindustry accredited Business Network broker for a group of firms engaged in mining education, including visits to China to assist in promotion.
- Survey of the international market for Fast Ferries including visits to ship builders and operators in Australia and Europe – incorporated in a Victorian Government report.
- Review of Wind Energy opportunities for the Institution of Engineers, Australia – published in technology report to Federal Government.
- Search for technology integration partners for a fuel cell development company – subsequently employed as Business Development Manager

David Peck

Qualifications

B.Tech (Electrical Engineering), Brunel UK
Grad Dip Bus Admin, & MBA, Swinburne University

Management Roles

- Senior business development, sales & marketing roles
- Start-up CEO of three companies
 - Business development group – Gippsland
 - Opto-electronics DTS manufacturer – Tyree Optech
 - Business development services company
- Owner, Eng-Com Pty Ltd – www.engcom.com.au

Other Experience

- International Engineering Management lecturer – RMIT
- Opportunity Evaluation instructor – Swinburne AGSE
- Business Networks broker - Ausindustry

Industry Background

- Energy industry – focus on electrical power
- Engineering & manufacturing
- Industrial sales & marketing / business development
- Importing & exporting – principally Europe, S.E Asia

Memberships

- Fellow, Institution of Engineers, Australia
- Member, Institution of Engineering & Technology, UK
- Associate Fellow, Australian Institute of Management