



## FIONA AINSWORTH

GENERAL MANAGER TECHNICAL SERVICES (GMTS)

Fiona joined WARC in August 2020 as the Manager of Business Development and recently received a promotion to GMTS in early 2021.

Key WARC achievements:

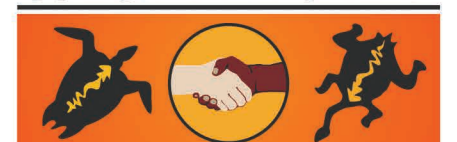
- Secured 100% of all grants applied for with total value of \$1.5 million
- Realised upgraded postal services for Gunbalanya Community
- Procurement of Jabiru Australia Post and Newsagency
- Concepted funding program for delivery of Vet Program to WARC communities via rate contribution

Career highlight snapshot:

- 2020 Telstra Business Women's Award Nominee
- Presenter at the 2019 Aboriginal Economic Development Forum – securing a 300% expansion of the topic project as a direct result
- Key contributor to an NT Greenfields pilot program model that continues to grow and prosper delivering improved health and sustainable employment opportunities to remote indigenous communities
- Prospected and delivered over \$18 million in sponsorship in NSW business role including generation of continued pipeline funding for multiple years
- Increased footprint for Fortune 500 company in NT by 22% in four years
- Extensive experience in the not-for-profit sector focusing on social enterprise and social impact
- Significant volunteer positions held across 20 years

*Fiona's key strengths include exceptional communication and influence, extensive project management experience, strategic prospect identification and superior negotiation capacity.*

**WEST ARNHEM**



**REGIONAL COUNCIL**