



Company Profile

Our primary purpose is to provide our clients with clarity

Our boutique consultancy practice was founded on the belief that every organisation deserves access to professional advice in order to make superior business decisions. We provide clarity in areas such as community engagement, strategic direction, governance and financial sustainability through a mix of face-to-face and remote service delivery. Our clients include a range of state and local government, mid-size commercial enterprises and not-for-profits throughout Queensland.

With deep roots in Northern Queensland and strong links to the regional community, we are seen as industry leaders with a reputation for professionalism and an innovative approach to problem-solving. Our extensive domestic and international experience ensures a thorough understanding of both local and global challenges.

We provide local solutions to complex issues in an affordable and accessible way and have an enviable history of managing client projects with a 100% record of delivering on-time and on-budget.

Partner Profiles

Ruth Faulkner

Ruth is a highly regarded management consultant with extensive experience in the not-for-profit and commercial sectors, both in Australia and internationally. She has specific expertise in financial management, risk, strategy and governance. Her experience working as a chartered accountant, auditor and business advisor with one of the largest global accountancy practices during the 1990's provided a solid foundation for her career.

Ruth is a graduate member of the Australian Institute of Company Directors as well as a member of the Institute of Management Consultants and is an active Non-Executive Director.



Pete Faulkner

Pete is recognised as an expert in both the field of regional economic data analysis as well as strategic planning, business modelling and organisation leadership. His economics blog is read by business leaders, politicians, economists, journalists and a wide range of business owners.

Pete is a graduate member of the Australian Institute of Company Directors and an active Non-Executive Director. His wide-ranging network of community and business contacts throughout the region and his expertise and ability to talk to the right people has been heavily utilised by Councils, not-for-profits and community groups alike.





Established 2006

Core Competencies

- High level of community engagement within the region
- Extensive professional and community networks throughout North Queensland
- Knowledge of, and experience working with, best practice governance systems
- Regional economic analysis including our own trend analysis
- Sound understanding of finance with investment banking, internal and external audit and financial consultancy experience

Services

Strategy & Planning

- Strategic clarity workshops
- Strategic, Business and Action Plans
- Business Modelling
- Demographic, economic and industry analysis
- Risk Management
- Service audits
- Community consultation and engagement
- Business case development
- Succession Planning

Financial Performance

- Corporate financial management
- Budget preparation and monitoring
- Cashflow forecasting
- Cost of production

Leadership & Governance

- Advisory boards
- Director workshops
- Chairmanship and board matters
- Board protocol
- Compliance management

Mentoring

- Tailored mentoring programs for individuals or groups
- Confidential and accessible support provided remotely and/or in person
- Community group capacity building

Economics

- Economics news and commentary via our blog and publications
- Unique regional Conus Trend data
- Bespoke economic analysis
- Informative and entertaining speakers

Example Projects

- Local Council transport network audit and assessment of community needs
- Community Impact Statement for renovated licensed premises
- Business Case for family owned agri-business seeking diversification
- Risk Management Framework for not-for-profit grower organisation
- Strategic Planning for large commercial builder
- Business modelling for national conservation focused not-for-profit

Contact Details

Conus Business Consultancy Services

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