

AMBITION | PAUL BROEKHUYSE

Morris moves up at Nous

MANAGEMENT consultancy The Nous Group has appointed former chief information officer **Howard Morris** to lead its information management and technology practice in Sydney.

He has more than 35 years experience in Australia and overseas and joins Nous after 18 months as information management and technology director at Uniting Care Ageing NSW, the state's largest provider of aged and community care services.

Earlier, he was CIO for the Commonwealth Bank and the Australian Stock Exchange, and in 2000 he was judged CIO of the Year in the financial services sector.

He spent six years in Singapore in senior strategy, consulting, project management and change management roles for major banks, including OCBC and DBS.

Before his international foray, he spent 23 years at IBM, starting as a systems engineer and progressing through technical support, product management and senior management positions.

UNISYS has appointed **Geoff Dickson** as Asia-Pacific sales, services, systems and technology vice-president.

Based in Sydney, he reports to worldwide sales and services, systems and technology vice-president and general manager **Ron Frankenfield**, and Asia-

Pacific vice-president and general manager **Andrew Barkla**.

Dickson will roll out Unisys's 2008 services and technology portfolio. Most recently, he was Asia-Pacific channels and alliances vice-president working with partners such as Microsoft, EMC and Oracle.

Dickson has more than 20 years of technology industry experience in system sales, channels and alliances, marketing and general management.

Before joining Unisys in 2006, he was sales director for Volante Group and previously held senior management positions at NCR, Teradata and Peoplesoft-Oracle.

QUEST Software has appointed **Matthew Johnston** as Windows management product director for Asia-Pacific and Japan.

Besides developing the business he will help with training of the regional sales team.

Before this appointment Johnston was practice manager for Dimension Data's Microsoft solutions infrastructure group in Brisbane.

It's his second stint at Quest after working for the British arm in 2003 as a senior systems consultant. He transferred to Australia in 2005 to be the solution architect for Australia-New Zealand until late 2006.

APC has appointed **Kevin**

Hughes to its national channel team. He will develop and install channel education programs to give partners technical information about product lifecycles. His responsibilities extend to the product management team.

He has more than 12 years of IT industry experience in Australia and abroad.

Hughes has worked for APC for two years as a system architect and systems engineering team lead. Earlier, he toiled for Emerson Network Power as business development manager. He is currently completing his MBA.

BEA Systems has made two additions to its channel sales team.

Gary Johnson has been promoted to the role of Australian channel sales manager. He has worked at BEA for five years, overseeing Queensland sales.

He previously worked at IBM as the business development manager for the Lotus range of products.

Michael Storey joins the channel sales team as a sales executive for Victoria and South Australia.

Reporting to Johnson, Storey will drive mid-market accounts and manage primary partner relationships, including SMS Management and Technology, Oakton, Anatas and Renewtek.

Before joining BEA, Storey held a range of business develop-

ment and account management positions at SAP, Oracle, Cogita Business Solutions and FMS Solutions.

FINANCIAL Synergy has hired a business development manager, **Rudi Pecker**, who reports to Acurity consulting and business development general manager **Tim Percy**.

Pecker previously worked for M2 Wealth, Melbourne, as a business development manager and earlier held senior roles in Asia and London for Misy International Banking Systems.

Pecker will be based in Melbourne, with national accountability.

Financial Synergy provides superannuation and investment software, administration, services, products and systems.

Its Acurity administration platform manages more than 2.5 million members and more than \$50 billion in funds under administration for large and boutique superannuation clients.

SIMMS International has appointed retail distribution expert **Marlene Gant** as its retail director with responsibility for an expanded division.

Gant has worked in senior management roles for Tech Pacific and Ingram Micro for the past 10 years.

She was previously consumer

channel director at Ingram Micro, which she built up into the largest retail distributor in Australia.

Gant will become a shareholder and will take a seat on the board later this year.

Kate Calvert, who has been instrumental in growing Simms' retail business to its current size, moves into the position of national retail sales manager and will be working alongside Gant to carry out the new strategies.

Simms International is a specialist supplier of IT products and services to the reseller, retail, distribution and system integrator channels.

Established in 1995 in Sydney, it is also represented in Melbourne, Brisbane and Perth.

SHORETEL has appointed **Jamie Romanin** to the newly created position of Australia-New Zealand sales manager.

He was previously Australia-New Zealand small and medium business channel manager for Avaya, a competitor of ShoreTel, and has more than 10 years experience in internet telephony and networking.

If you hear of interesting computer industry job moves — hirings, poachings, resignations or sackings, let us know. Email details to broekhuysep@theaustralian.com.au If tips are anonymous, include information for verification.