



## National Category Winners

**Glenys Shearer, Victoria, *Commercial Director, Just Group***  
National Winner of the Australian Government Private and Corporate Sector Award



Glenys Shearer left a department store chain to manage a Just Jeans store in 1982. Today, as the commercial director of the Just Group, Shearer is accountable for all operational aspects of its 740 stores and six brands including Portmans, Just Jeans, Dotti, Jacqui E, Jay Jays and Peter Alexander. Shearer's division comprises 5000 staff and a capital expenditure budget of \$20 million. Along the way have been "some massive learning curves", including establishing Just Jeans in New Zealand, an operation that grew from one store to 42 in three years and the pivotal role that transformed Shearer into a general manager. One of her current challenges is engaging a changing workforce comprised of 90 per cent women, 65 per cent of whom are under 25. "I've been fortunate to have different careers within one company," says Shearer, who attributes her success to its "fast" culture, which has offered continuous opportunities and retained the easy communication-style of a family business.

**Suzanne Dvorak, Victoria, *Chief Executive Officer, Marie Stopes International***  
National Winner of the Hudson Community and Government Award

Suzanne Dvorak first witnessed "lives without infrastructure" when she worked for a United Nations mission in Cambodia. She realised her most effective means of helping was to combine her passion for social development with her talent for running a business. Dvorak developed a business plan and set up in her spare room in 2002. Within 18 months Marie Stopes International had formed an IT division, a call centre, a marketing and communications department and moved to more spacious headquarters in Melbourne. In Australia the organisation runs as a profit-making concern that provides reproductive health care. Its profits are then distributed through non-government organisations to 37 developing nations to fund sexual health services, with the aim of providing safe and affordable contraception to all. The CEO takes no prisoners when it comes to generating awareness – her team recently organised for a vasectomy to be performed live on a late night TV talk show.



**Belinda Smith, New South Wales, *Maintenance Manager, H L Mullane & Son***  
National Winner of the Panasonic Young Business Women's Award



An aptitude for dealing with people saw Belinda Smith switch her "first real job" as receptionist for H L Mullane & Son, a company providing plumbing, electrical and construction services to the Newcastle region, to the role of maintenance manager. Since taking on the role in 2000 the division has increased its turnover from \$500,000 to almost \$3 million annually. "When I started, maintenance was seen as something the company did to support construction. I enjoyed the interaction, building a relationship with customers and building a team," she says. She now heads a team of 26, and foresees greater opportunity in the future growth of environmental projects over the next decade. "I am dealing with a resource we can't live without – water – which has seen a radical shift in attitudes in the past few years," says Smith, who is poised to grasp the opportunity to become an industry leader in sustainable technologies.