



TERRY WHELAN

Mr Terry Whelan assumed the role of Head, Defence Export Unit on 26th September 2007, responsible for standing up the new unit within the DMO.

He is a very experienced senior executive who has successfully managed and directed national and global organisations. As well, he has had considerable experience in the strategic and operational planning process for a number of these companies.

Over the past few years Mr Whelan has been a major proponent in establishing corporate partnerships on a global basis. His experience in the export environment comes from a close involvement with many companies whose main objective was to expand their business interests to other countries. This has allowed him to use these skills and relationships to build a strong sense of corporate direction and leadership while, at the same time,

developing these new ventures into profitable operations. His success in such export marketing has been with both large and small enterprises.

He was the founding Chair of the AEEMA-supported Information Technology and Telecommunications Security Forum, specifically related to the support and facilitation of the exporting of Australian Industry products and systems.

His export successes have been assisted by having had a diverse background across the product spectrum from advanced technology, IT security and many Defence-related technologies and services. He has a proven record of cost-effective management, and has developed an enviable reputation as a problem solver and leader in a variety of demanding situations.

Prior to him taking up a position in private enterprise he spent 21 years as an officer in the

Australian Army seeing service in a variety of positions and locations.

Mr Terry Whelan has a Bachelor of Arts degree, a Graduate Diploma in Information Systems. He is a Graduate of the Australian Institute of Company Directors.

He is married, with two married sons.