



James Huntington
St. James' Place

Candidates Objectives

The Role of a Board Director with AustCham means responsibility. Responsibility to the board and the Chairman and responsibility to the members.

What is AustCham?

AustCham is an organization that has been developed to assist Australians and Australian Companies to do business with China, whether that be trade to China, from China or within China.

What does AustCham need to achieve this?

AustCham needs a growing member base, the bigger the membership base, the bigger the strength of AustCham. James has a large volume of connections to companies and individuals from Australia that want to do business with China. More than 12,000 LinkedIn connections that include, Country leaders and senior Government including China, Heads of Major Companies in China, Australia and International. ***James will assist in growing the member base.***

AustCham needs Board Directors to develop and maintain key relationships with China Government and China Corporations so that we can give better guidance and great connections to potential trade partners.

James's China connections are senior level and broad ranging and include, Xi Jinping Nephew, Xi Minglong (China Institute of Strategy and Management, C.I.S.M. – National Government Policy on all things), Chairman of China National Interest and Security (Private Lunches discussing Government Trade Policy), Heads of Chinese Cities Chambers of Commerce (keen to link their members for international business opportunities with other countries). Many of these Chambers have set up an international division with such a focus and have appointed full time staff to search for opportunities for its members. I will seek to engage these Chambers leaders to become more involved with Austcham and in developing opportunities between our two Nations to benefit members. Reciprocal Visits with the Chinese Chambers will provide members with more opportunities.

We need to have connections and diplomacy when dealing with China Government and James brings this to AustCham.

AustCham needs experienced people. The more experienced the board the better they can assist the members. China is a complicated market and a complicated place to do business. Experienced Board Members and staff can help simplify and streamline this process so that business can get done faster and more professionally and give the member the benefits they need to be successful. James has been successfully doing business with China since 1990. ***James brings this experience to AustCham.***

AustCham needs Board members with Entrepreneurial Flair.

James is a natural Entrepreneur and has been successfully advising small, medium and large China companies on how to start or examine business opportunities with Australia and connecting businesses for decades. ***James brings his Entrepreneurial Talent to AustCham.***

Candidates Biography

James has over 30 years of experience in work and business, In NSW and Australian Government, Banking, Finance, Real Estate and Investment and International Trade. Doing business with China for more than 30 years and full time in China for almost 4 years.

Having also worked in international roles in trade and investment with China, James has developed a breadth of experience in business, management, contacts and life in China for Australians and Australian Businesses.

CURRENT

Partner of FTSE 100 Company-St. James's Place Largest Wealth Management and Private Bank in U.K. Specialising in Wealth Management for Expats living in China.

SELECTED CAREER ACHIEVEMENTS

- Established and managed extensive international real estate sales channels across China
- Established high level China Government Connections for trade and business
- Established Australian product and commodity supply pipelines for China
- Advised and managed multiple China business establishments and Investment in Australia particularly in real estate
- Invested, developed and sold hundreds of houses and apartments in NSW and QLD
- Developed key Government Property Policy which led to significant cost reductions & increased revenue and streamlined effective management
- Key Role in Restructuring Major Bank Real Estate Portfolio and Branch Network
- Key Role in two Bank Acquisitions and Mergers for a Major Australian Bank

PROFESSIONAL DEVELOPMENT

- Project Management Information Systems(PMIS)
- Previously a Member of Australia -Singapore Chamber of Commerce & Industry
- BOMA (Building Owners and Managers Association)
- Property Management Seminars
- Royal Institute of Public Administration Maintenance and Property Management Course
- Australian Institute of Valuers & Land Economists seminar

- Corporate Management Training (Barry Rutter)
- Tom Hopkins Boot Camp and Seminars
- Anthony Robbins
- Speed Reading
- AustCham Southern China
- Learning spoken and written Mandarin Language

RECENT

- 3.5years in China on contract doing International Real Estate Marketing for the largest developer in New Zealand and Australia and establishing key channel marketing partners.
- Inbound and Outbound strategic business expansion and M&A's o Property Development
- Project Management
- Property Marketing – Local & International
- Property Finance – Local & International o Property Advisory
- Business Advice and Marketing
- Real Estate Funding
- Training and recruitment of staff
- Contracting to individuals and companies, including Wenchang Chunguang Foodstuff Co Ltd as their International Trade Director of International Trade Australian Meat Export