

Jodie O'Doherty

Professional Biography



Jodie is a natural connector and relationship builder, always looking out for how she can bring people together to deliver exceptional outcomes for her customers. She has a warm and generous nature and this helps her build trusting relationships across a diverse landscape.

Jodie has the ability to read the room well, knowing when to nurture a relationship and when to push for outcomes. An out of the box thinker, who will always look for all possible outcomes, and not just push her own objective. Jodie can pivot ideas and concepts to help others get on board and support initiatives.

Jodie has a strong interest in asset management and community engagement and has spent the past 4 years, working closely with Local and Central Government, Contractors, Consultants and relevant industry bodies across New Zealand and the South Pacific to increase the level of competence and understanding of Strategic Asset Management.

A natural marketer, Jodie can put a positive spin on most situations, and is able to sell organically through relationship building and trust.

With a background in business process efficiency improvement, training and logistics, Jodie is astute at identifying opportunities to improve capabilities at both individual project and whole of enterprise level.

Jodie is a networker who thrives on connecting people and businesses to deliver great outcomes. Jodie's energy is infectious, enabling her to drive outcomes.

Career Snapshot

Business Manager, Infrastructure Decision Support, part time, current

Marketing Advisor, Waugh Infrastructure - current

Engagement Director, Padraig Consulting Services, current

Strategic Client Relationship Manager, Infrastructure Decision Support

Marketing Advisor, Life Pharmacy Queensgate

Business Development Advisor, Tregaskis Brown

Business Relations Manager, Āpōpō (previously IPWEA NZ)

Trelise Cooper, Sales and Events (NZ)

Training and Logistics Manager, MPI (VIC)

Business Process Manager, HP Financial Services (NSW)

Client Services Manager, Attorney Generals Department (NSW)

Governance experience

Board Member, International Development Yong Professionals

Vice Chair of the Board, Motor Neurone Disease NZ

Committee member, Onslow Junior Football Club

Committee member, Cashmere Ave School Parents Association

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LinkedIn

[Jodie O'Doherty | LinkedIn](#)

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Available Services

Relationship Management

- Improve business development
- Expand your network
- Build trust and understand your clients
- Nurture relationships
- Public relations
- Client retention
- Event and forum presence

Business Development

- Customer Engagement
- Customer Success
- Client retention
- Diversify revenue streams
- Increase sales
- Improve return on investment

Community Engagement

- How do we talk to our communities (internally and externally)
- Understanding our communities
- Building trust and a solid relationship
- Executive and Elected Member support and understanding
- Working with leaders, people, and stakeholders to ensure appropriate language and understanding
- Facilitation, strategy days, engagement sessions.

Increasing your visibility

- Industry presence at forums and events
- Connecting you with relevant stakeholders/clients
- Increased Linked in presences (or FB and Insta for retail clients)
- Establish marketing rhythms to ensure variety and regular posting

Planning and Logistics

- Strong understanding of what it takes to deliver an impactful event
- Logistical planning for events, training, client visits.
- Streamlining and immaculate planning, to deliver to time and budget
- Get the most out of travel and marketing budgets

Efficiencies and Processes

- A fresh look at business development, to ensure maximum reach
- Tidy up business processes to ensure effective easy to follow work flows
- Cut back the noise and focus on what matters, keeping it simple
- Motivational anchor to keep things moving
- Small steps can lead to positive change

Training and competency building

- Asset Management training frameworks
- Competency assessments
- Arrange in-house training in many areas, such as BBC, ILM, Asset Management, Procurement, Project Management, Prince II, Essentials Skills, Executive Training etc.

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