

Alumni Bulletin



AUSTRALIAN
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THE UNIVERSITY OF NEW SOUTH WALES

AGSM MBA



Bulletin

Bush Telegraph

Please send Bush Telegraph contributions to Jennifer Alvars, Alumni Relations Coordinator email: j.alvars@unsw.edu.au

Jennifer Dalitz, MBA (Exec) Class of '03

Jennifer Dalitz writes, "Last year was an exciting year for me with the birth of our first child, Ethan Lewarne, and some major developments with my other baby (my business, of course!). My business - Sphinx - entered its second year as the GFC was in full flight. We provide support and services to working women to help them balance work and life, and in '09 added a leadership development day offering in Sydney and Melbourne. The fantastic news is that I have just negotiated a strategic alliance with Westpac to operate the quarterly development day Programs in 4 cities - Adelaide, Brisbane, Melbourne and Sydney. A number of alumni are already involved and we'd love to see more in 2010."

www.Sphinx.com.au

Frank Jian Li, MBA (Exec) Class of '02

Frank Li, a founder of JustBeer, which is an Australian owned beer delivery service, is pleased to report that JustBeer took out the prestigious Austrade Business Promotion Award at the China-Australia Chamber of Commerce (AustCham) Business Awards in Beijing in December 2009.

JustBeer are now the exclusive importers into China of such iconic Australian brands as Fosters, VB, Crown Lager, James Boag Premium, Cascade Premium, Redback and Pure Blonde.

While success has been meteoric over the past two and a half years, Frank Li is keen to keep maintaining the pace of JustBeer's expansion.

"In just over 2.5 years we have gone from nothing to a turnover approaching 3 million RMB this calendar year. We are now very active in every Seaboard province and as far West as the Xianjing province, representing more than 20 Chinese cities in total. To keep up the pace of demand we have just signed a new office and warehouse deal in Shanghai with a goal of doubling turnover in 2010", Frank said.

www.justbeer.cn/

Kartick P Sivaram, MBA Class of '00

Kartick is living in Chennai (Tamil Nadu, India) and has become a father. His wife gave birth to a lovely baby boy on December 2, 2009.