

Eng-Com offers business development and technical services for the Engineering and Commercial sectors – hence our name. Energy Projects undertaken by David Peck include:

- International search for technology integration partners for an Australian fuel cell development company – subsequently employed as Business Development Manager responsible for international market analysis, product definition and field trials leading to early stage commercialisation. The outcome was development of micro-CHP systems for the European and Japanese domestic home markets and product development agreements with several water heater manufacturers. Field trials were conducted in New Zealand, Australia and Germany.
- Management of a regional business development group for the coal mining and engineering community in the Latrobe Valley, Gippsland, S.E. Australia.
- Export market facilitation for a large electrical firm resulting in long-term multi-million dollar sales to S.E. Asia and export awards from the Governor of Victoria.
- S.E. Regional representation for an interstate electrical/mining equipment manufacturer.
- Start-up Business Plan for a high-tech fibre-optics/electronics manufacturer focused on thermal monitoring of power cables– subsequently employed as inaugural CEO.
- Ausindustry accredited Business Network broker for a group of firms engaged in coal mining education, including visits to China to assist in promotion.
- Review of Australian Wind Energy opportunities for the Institution of Engineers, Australia – published in technology report to Federal Government.

David Peck – mini CV (Full CV at - www.engcom.com.au/reference)

Qualifications

B.Tech (Electrical Engineering), Brunel UK
Grad Dip Bus Admin, & MBA, Swinburne University

Management Roles

- Senior engineering business development, sales & marketing roles
- Start-up CEO of three companies
 - Business development group – Gippsland
 - Opto-electronics DTS manufacturer – Tyree Optech
 - Business development services company
- Owner, Eng-Com Pty Ltd – www.engcom.com.au

Other Experience

- International Engineering Management lecturer – RMIT
- Opportunity Evaluation instructor – Swinburne AGSE
- Renewable Energy / Fuel Cell lecturer – Swinburne TAFE
- Business Networks broker - Ausindustry

Industry Background

- Energy industry – focus on electrical power
- Engineering & manufacturing
- Industrial sales & marketing / business development
- Importing & exporting – principally Europe, S.E Asia

Memberships

- Fellow, Institution of Engineers, Australia
- Fellow, Australian Institute of Energy
- Member, Institution of Engineering & Technology, UK
- Associate Fellow, Australian Institute of Management

Selected Publications

- [*“Solid oxide fuel cells – a step towards the hydrogen economy”*](#), VictoriaPower 2005 conference, Feb 2005
- [*“Review of Wind Energy Opportunities in Australia and regional Markets”*](#), Transactions of Multi-disciplinary Engineering, Australia – Vol GE22, 1998, Institution of Engineers Australia, Canberra
- *To obtain copies go to www.engcom.com/reference*