

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 enjoys organising, managing events and hosting. She is at her happiest making sure the room is well fed and has a drink (or coffee) close by.

Super organised, efficient and with an eye for detail, Jodie ensures the office runs smoothly. With a background in business process efficiency improvement, training and logistics, Jodie is astute at identifying opportunities to improve processes.

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

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.

Jodie enjoys attending events and ensuring everything runs smoothly and that everyone one is looked after.

Career Snapshot

Independent Consultant - current

Interim Chief Executive, Infrastructure Decision Support

Business Manager, Infrastructure Decision Support, part time

Marketing Advisor, Waugh Infrastructure - current

Engagement Director, Padraig Consulting Services, current

Strategic Client Relationship Manager, Infrastructure Decision Support

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

Phone
Email
LinkedIn

+64 2108111508
jodie@padraigconsulting.com
[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.

Office Management

- Ensure office supplies are well stocked
- Manage office events to promote strong team experience
- Travel bookings
- Calendar management

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.

Event Management

- Venue, Catering, Registrations
- Onsite set up, management
- Hosting duties

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