

News Release

For release: 4 October 2016

Companies expand and create new jobs thanks to ANZ Business Growth Program

An ANZ business program has created more than 140 jobs in the past two years by helping company executives learn how to lead, manage and accelerate growth.

The ANZ Business Growth Program, a collaborative partnership between University of South Australia and ANZ, has also helped the 10 companies that entered the program in 2014 double profits, export to new countries and increase their revenue by an average of 93 per cent*.

ANZ Managing Director Corporate & Commercial Banking Mark Hand said: "We feel it is important to provide our customers with the essential knowledge they need to expand and grow, not just traditional finance and banking services."

Now in its third year, the program selects CEOs from ANZ business customers with 5 to 200 employees and \$5 to \$50 million in annual turnover, who want to grow their company.

Professor Jana Matthews, ANZ Chair in Business Growth and Director of the Centre for Business Growth at the University of South Australia, said accelerating growth in a competitive marketplace is a challenge for any executive, especially those who spend much of their time working in the business, rather than on the business.

"The nine-month intensive program provides the knowledge, skills and tools to help CEOs and executives understand what inhibits growth, as well as what to do, when, and in what order to accelerate growth," Professor Matthews said.

Karen Tsonidis, Director and co-founder of Australian dancewear company Energetiks, and graduate of the 2016 program, joined the program wanting to accelerate growth opportunities for the company.

"Now I spend most of my days mentoring and coaching my team, and focusing on strategic sales and planning. The program was amazing. The tools we were provided changed the way we operate our business. We applied everything we were taught. We couldn't ignore it," Mrs Tsonidis said.

Applications for a one-day assessment clinic are now open to ANZ business customers. To apply for an assessment contact your Business Banking Manager or click [here](#).

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