



## **ANTONY SIMKINS**

Sales Director - Vault

***Tony Simkins is the Sales Director at Vault. In his role, Tony is responsible for implementing Vault's sales strategy, revenue targets and key performance indicators..***

Tony is an accomplished executive and consultant who brings over 20 years' experience in the IT industry to Vault. He has a proficiency for collaborating with business leaders to frame opportunities that deliver value.

Experience from his previous executive roles have provided Tony with invaluable leadership skills and knowledge which he brings to Vault. Before joining Vault, Tony was the Vice President at Fujitsu Australia, responsible for its sales and marketing development.

Tony has also held senior positions at Accenture, including Managing Director of Ventures and Acquisitions, Asia Pacific, and Managing Director of Market Maker and Sales, Australia and New Zealand. In those capacities, he was responsible for developing ventures and acquisitions strategy and origination, sales culture and capability, and leading individual and team sales. His achievements at Accenture include achieving significant sales growth for the company.

As an Advisory Board Member at Realy, assisting with partnership formation, platform development, marketing strategy and product launch, Tony has contributes to the prosperity of digital start-ups.

Tony is a highly qualified individual with a few degrees under his belt. These include a Bachelor's Degree, Law (Honors 1<sup>st</sup> Class) and Bachelor's Degree, Business Computing (With Distinction) from Queensland University of Technology, and a Master of Business Administration (M.B.A.).