



BRONWYN REID

AUTHOR . SPEAKER

SMALL
BUSINESS
ADVOCATE

B2B DOESN'T ALWAYS HAVE TO BE BIG BUSINESS TO BIG BUSINESS ...

Bronwyn Reid is a small business owner and entrepreneur whose driver is helping small business grow by taking on contracts with large organisations.

For years, small businesses have struggled to 'crack the code' of working with big business, and Bronwyn has been on this journey herself.

From regional Australia, Bronwyn's family agribusiness operations have long been a supplier to large buyers. Then, after living and working overseas, Bronwyn and her partner established their award-winning environmental consultancy with a single contract from an international agribusiness agency.

From that spark, the company has gone on to win contracts with every major mining company operating in Australia including BHP and Rio Tinto as well as working extensively with agribusiness, general industry and Government.

Along the way, Bronwyn and Ian started a second company that now operates from Indonesia. Her latest venture – Small Company, Big Business is her third startup, and all from her regional Queensland base of Emerald.

All the knowledge and experience Bronwyn has gained over the years of developing her own business and dealing with large companies is brought together in her Small Company, Big Business book and Program.

As well as business, Bronwyn also has a background in tertiary education, and part-time University lecturer for 12 years.

Now, she has the opportunity to combine her two lifelong interests – Small Business and Education – and has turned her own personal business successes into an international speaking and mentorship program.

Today, Bronwyn is a leader in her field, sharing the stage with like-minded dynamic leaders, thinkers and entrepreneurs, including Andrew Griffiths, international bestselling author, global speaker and inspirational mentor. Bronwyn regularly appears on radio and television, and is a columnist for some of the largest broadcast communities in Australia.

Bronwyn's speaking, workshops and mentoring are now inspiring other small business owners, and showing them how to do business with big business. Large organisations also now seek Bronwyn's expertise in forming profitable and valuable relationships between the top end of town and SMEs. As more large organisations become acutely aware of their Corporate Social Responsibility obligations, they also need to 'crack the code' of small company, big business relationships.



B2B IN REGIONAL BUSINESS

Specialising in Regional economies to inspire resilience and how they play a vital role in our future.

Bronwyn works as : EMCEE . Facilitator Workshops. Mentor . Business Adviser Panel Speaker . Presenter . Author

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SMALL BUSINESS MENTOR

As a keynote presenter, Bronwyn is authentic, humorous, and able to capture the attention of her audience through innovative, well researched and animated presentations. Bronwyn is able to cover her diverse topics by drawing on her own consulting and mentoring programs, the success of her small business ventures, and her experiences as a corporate escapee.

Bronwyn combines her “before overseas” experiences of working for big companies, with her “back in Australia” experience of being a supplier to them. Add in her 12 years of working as a part time university lecturer, and she has found her happy place – helping to create vibrant small businesses.

Bronwyn is also a driven and vocal advocate for regional businesses, and regularly writes on the topic. Her firm belief is that sustainable businesses are a pre-requisite for sustainable regional communities, and she has appeared before several Parliamentary Committees of Inquiry on regional issues.

Bronwyn currently serves on the Local Buying Foundation Advisory Committee, and the Queensland Workplace Health and Safety ‘Safety Leadership at Work’ Expert Reference Group, chosen for her familiarity with safety issues across both the agribusiness and mining sectors. She is also a founding stakeholder in an initiative taking a strategic approach to regional business development – the Bowen Basin Business Development Strategy.

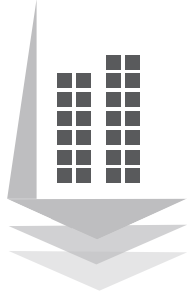
Notably, Bronwyn has appeared before two Parliamentary Inquiries to do with regional business issues.

Bronwyn has been a finalist in, and won, several awards, both for her business ventures and as an individual, including being named as one of the Queensland “100 Faces of Small Business” 2018.

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AT A GLANCE



ME WORKING FOR BIG COMPANIES

This is me working for big names, before I became a corporate escapee.

DIRECTOR OF A SMALL COMPANY

This is me as a Director of a small company, supplying to Government and corporate giants.

UNIVERSITY LECTURER

This is me as a part-time University Lecturer.

BRONWYN REID ... "ME NOW"

Small Company, Big Business, Author, Speaker, Workshop Presenter, Mentor, Advocate, regional business champion, Regional Business Champion.

Helping large business to realise the value of small businesses as valuable suppliers & allies.