

## MARC WHITE, PRINCIPAL CONSULTANT – BIOGRAPHY



**Marc White** is Principal Consultant for Goanna Energy Consulting, a family owned Hobart firm who specialize in saving Tasmanian businesses money, by conducting electricity and natural gas supply tenders, network tariff reviews, energy audits and energy efficiency training.

Over the past four years Marc has saved his Tasmanian end user clients over \$2M in energy costs and is a coveted public speaker, having presented energy market awareness training to over 700 customers. Marc is Goanna's corporate representative on the University of Tasmania, Smart Energy, Advisory Board ([www.utas.edu.au/smart-energy/](http://www.utas.edu.au/smart-energy/)) and also acts as Tasmania's member representative of the Energy Users Association of Australia ([www.euaa.com.au](http://www.euaa.com.au)).

Marc has enjoyed a career in the energy industry spanning over 29 years and has personally negotiated competitive energy contracts of up to \$100m in value.

Marc was previously Manager National Sales for Aurora Energy during the first rounds of Tasmanian energy deregulation and Aurora's entry into the National Electricity Market (NEM) in 2005, growing Aurora's interstate energy business from near zero to several hundred million dollars. Prior to this Marc was Manager Wholesale, South Australia for Origin Energy during deregulation of South Australia's Natural Gas market and was also responsible for Origin's electricity market growth in SA's heavy industrial segment.

Marc also worked for Powercor Australia Ltd in Melbourne for seven years, in various management capacities including Victorian Sales Manager, Manager Customer Operations and Industrial Segment Manager Marketing, growing Powercor's retail arm from being a regional supplier, into a dominant and profitable national energy retailer of choice, prior to its acquisition by Origin.

Prior to joining Powercor, Marc worked for the State Electricity Commission of Victoria for 11 years, commencing in 1983 as an Apprentice Linesman in Geelong. Positions held over that time moved him around the state and included, Technical Officer, Project Manager, Operations & Services Manager, Distribution Manager and Regional Marketing Manager. Following seven years of part time study Marc graduated with his Mt Eliza Executive MBA in 2011.