



Brian Walker CEO

As the principal and founder of Retail Doctor Group® in the Australasian and Asian market place, Brian brings considerable senior experience gained in the specialty retail, franchising and shopping centre sectors through line management, consulting, advisory and board roles.

He has successfully led change teams in multi channel retail arenas and has been instrumental in the development and implementation of many notable, integrated retail channel strategy projects including, Optus, Hutchison Telecommunication, Global Brands Group, National Australia Bank and a host of other well recognised retail, franchise retail and service organisations both nationally and internationally. Brian has also successfully advised and operated on boards and associations in retail strategy and deployment.

Brian is a featured columnist for *Inside Retailing* and *Smart Company* and the contributing author of on-going articles for publications such as *BRW*, *Australian Business Solutions*, *RetailBiz*, *Tech Trader*, *AFR*, *Sydney Morning Herald* and *My Business*. Brian is a noted author and has published works in the field of retailing.

Brian is a leading media commentator on retail issues, regularly appearing on ABC, Channel 9 News and A Current Affair and Channel 7 Today Tonight. Drawing on his 20 years of experience in retail senior management with leading retailers such as The Athletes Foot, Optus, Angus & Coote, Westfield, KFC and Woolworths, Brian has become Australia's most sought after headline speaker on all aspects of retail.

Brian has been awarded the *International Retail Leadership Award: Asian Retail Congress*, was listed in *Vend's Top 100 Global Retail Influencers 2018*, *Top Retail Influencer 2018* by *Fit Small Business*, was *LinkedIn's Top Australian Voice for Retail 2018*, and was a Finalist for the *NRA "Outstanding Contribution to the Industry"* award for 2017. He won the *Australian Institute of Management's National Scholarship*, and was nominated for the *Business Leadership Award: CPA Awards*, *Entrepreneur of the Year Award: Ernst & Young* and *Telstra Business Awards*.

Retail Doctor Group are the Australian elected representative member of *Ebeltoft Group*, a global alliance of retail experts.

Brian founded Retail Doctor Group in 2005. RDG specialises in the development and transformation of retail strategy into increased asset performance, increasing client sustainable differentiation models underpinned with independent systems and frameworks increasing revenue and profitability. These focus areas are delivered through Retail Doctor Group 'Business Fitness' programs.

[Read more about Retail Doctor Group here.](#)



Insights

Strategy

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Boards and associations memberships

- Australasian elected member of Ebeltoft Group – International Alliance of Retail Experts
- Advisory board roles including Myer and various specialty retailers/start ups
- Academic Advisory board member – The International College of Management
- Lifeline Australia - Retail advisory
- Okkular Advisory Board Member (AI and Machine Learning)
- Co Company Directors Graduate alumni
- Asian Retail Congress Advisory board member
- Australian Graduate School of Management alumni
- Fellow of the Australian Institute of Management
- Fellow of the Australian Institute of Company Directors
- Australian Retail Association (past RIA board member)
- Member of the National Retailers Association
- Professional member of the National Speakers Association of Australia
- Member of the Justices Association (Justice of the peace)

Awards and Nominations:

- Australian Enterprise Awards Best Retail Advisory & Consultancy 2019
- Vend Top 50 Retail Influencers 2019
- Vend Top 100 Retail Influencers 2018
- LinkedIn Top Australian Voice for Retail 2018
- Fit Small Business Top Retail Influencer 2018
- Asian Retail Congress Top Global Retail Minds 2018
- Finalist NRA “Outstanding Contribution to the Industry” award for 2017
- BRW Fast starters
- International Retail Leadership Award: Asian Retail Congress
- Nominated Business Leadership Award: CPA Awards
- Nominated Entrepreneur of the Year Award: Ernst & Young
- Nominated Telstra Business Awards
- National Scholarship Winner – Australian Institute of Management

Brian's career includes:

- Retail Doctor Group Pty Ltd – CEO/Founder (current)
- Director Karmic Investments
- Primus Advisory Board – Director (current)
- The Athletes Foot Pty Ltd – General Manager
- Cable & Wireless Optus – National Retail & Franchise Manager
- Hutchison Telecommunications – National Strategy Development (3G Retail)
- Angus & Coote Pty Ltd – National Retail Operations Manager
- Whitcoulls Ltd (New Zealand) – National Retail Operations Manager
- Westfield SCM Co – Senior Centre Manager, Hurstville and Miranda
- KFC Pty Ltd – National Manufacturing Manager, Retail Operations Manager, Purchasing & Supply Manager
- Woolworths Pty Ltd – Merchandise Buying Manager
- Consultant, editor and author on many articles and topics with the profession of retailing, as well as University teaching in topics pertaining to retail, strategy and multi-channel retailing

Qualifications:

- Fellow of the Company Directors Institute (FAICD)
- Professional speaker grading (NSAA)
- Fellow of the Australian Institute of Management
- Post Graduate in Business Management, (Grad Dip Mgt) AGSM
- Post Graduate in Business Finance (Grad Dip Fin) AGSM
- Bachelor of Business Administration (BBus) sub majors – Law and marketing
- Diploma in Applied science (Dip App Sc)

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