



Juston Jirwander Business Growth & Fitness Specialist

Juston is a highly experienced CEO and Executive Chairman and is a pioneer of Retail Doctor Group's Business Fitness™ model. He's accumulated 18+ years experience in growing businesses across Australia and South East Asia. Juston is a pro-active Business Fitness™ Specialist who utilises his experience to keep businesses fit in the competitive retail landscape of today and the future.

Juston is renowned by the industry and peers for collaboration, negotiation and strategy, and much loved for his inclusive, passionate and developmental leadership style. He partners with CEO/Chairs in gaining trust, getting results and leading teams through change and transformation. As a specialist he is able to assess opportunities, remove pain points and unite a team through trust.

Business Fitness Achievements:

- Organically grew, without external funding, a Health Food business reaching sales circa \$13 Mil. The business held 8 retail outlets in Sydney Metro and 1 supplement brand.
- NED for 12 years and Chairman for 5yrs of Australia's largest and oldest health food cooperative. Group sales of 148 members circa \$120mil. Company sales \$30mil.
- Successfully attracted a majority investment partner for Singapore listed entity within a year requiring, transformation, negotiation and communication excellence. Turned business around within 8 months by cost reductions, and new sales funnel of \$3 Mil pa or 6% increase.
- Cofounded with great team a start-up FMCG brand. Successfully achieved transformation from small manufacturer of own brand to manufacturing facility 4 times bigger. Business now contracts manufacturing for multiple national brands. Growth of over 300 % over the last 2 years.

Track Record

Credentials include Bachelor of Business, registered Chartered Accountant, and a member of the Institute Company Directors. Strategic growth know-how forged across groups such as; Retail Doctor Group, Go Vita Distributors, Healthy Life Group, Eu Yan Sang Ltd and Rapid Nutrition PLC.

Industry experience spans Venture Capital, Retail, Brand Development, FMCG, Nutraceuticals, Health Food and Organic Market, Not for Profit – Cooperatives, Health Practitioner Services, Exporting to Asia and the Sustainable and renewables Industry. Possesses advanced product and service knowledge relating to Nutraceuticals, Health Food, Organic Food, Health Practitioner services, Pharmacy, Consumer Goods.

Retail is a great love of Juston's as "Working in retail feels like Christmas everyday".

[Read more about Retail Doctor Group's Business Fitness™ model](#)



Insights

Strategy

Implementation