

## EXPERT RESOURCE PROFILE – MARK WEBSTER

*“There are only two directions you can move in business and life, forwards or backwards. If you are standing still or resisting change – you are actually going backwards as others will inevitably be going forward”*



As the Managing Director of William Inglis & Son Ltd – Australasia’s leading thoroughbred auctioneers since 1867, Mark Webster has successfully combined his passion for horses and breeding thoroughbreds with his occupation, something many of us only ever dream of doing.

Having established a strong reputation for leading change, in mid 2007 Mark joined Inglis as the first non-family member to lead the company. Since then he has introduced numerous digital innovations into the organization and the equine industry at large, including live internet

bidding and the creation of the highly successful Inglis Digital business unit which includes [Bloodstock.com.au](http://Bloodstock.com.au) as well as an in-house developed equestrian trading platform, [Horsezone.com.au](http://Horsezone.com.au).

He is currently preparing Inglis for the future with the development of a new \$110m state of the art horse auction facility and hotel/conference centre at Warwick Farm in Sydney. He also spends considerable time developing new markets, particularly in Asia.

Mark’s skills as a leader were developed early and bolstered through his extensive officer training at the Defence Academy in Canberra, and then serving with the Australian Navy as a Lieutenant Commander. Mark left the Navy after 12 years to pursue a career in business working with News Corporation where he led News Interactive division including developing businesses like CareerOne, which took news.com.au to Number 1 in the market. He has also served on a number of company boards over the past ten years including REA Limited ([realestate.com.au](http://realestate.com.au)) and Nationwide News Limited.

### Why 2020 Exchange

Despite Mark having three careers which are poles apart – they share many common threads which makes Mark’s leadership style adaptable to almost any industry. Leadership by example, teamwork and command by veto are core to a successful military leader, but also work very well in a constantly changing business environment when combined with leading change, innovating and taking risks. Mark’s experiences in driving digital transformation at News Corporation and now at Inglis serve as good examples of what can be achieved by inspiring extraordinary leadership and what aligns Mark with 2020 Exchange.

### Positions held

2007 - Present	Managing Director - William Inglis and Son Limited
2015 - Present	Chair – Ardex Technology
2013 - Present	Independent Non-Executive Director - Salmat Limited
2013 - Present	Member Technology and Innovation Committee - Salmat Limited
2009 - Present	President – Sydney Quarter Horse Association
2003 - 2007	Nationwide News Limited



- 2002 - 2003      REA Limited
- 1999 - 2007      Numerous senior roles at News Corporation, including Managing Director of News Interactive and General Manager of Nationwide News (Daily & Sunday Telegraph and The Australian newspapers). Also represented News Corp on the Board of [Realestate.com.au](http://Realestate.com.au).
- 1998 - 1999      Business Consultant, Mercuri Urval
- 1986 - 1998      Royal Australian Navy. Attaining the rank of Lieutenant Commander by the age of 29, served on numerous warships in navigation, warfare, intelligence and communications roles.