



## Joe Piasecki

### Managing Director

Graduate Certificate in Social Impact – Swinburne University (Centre for Social Impact)

Joe is a proud military veteran having served in the Royal Australian Navy for nearly a decade in an engineering role before spending the last five years in the construction industry. Joe's track record in delivering solutions, his exceptional interpersonal skills, and ability to influence stakeholders has seen him hand-picked and promoted into roles for Social Procurement, where he has found a passion helping people and businesses to remove the barriers of entrenched disadvantage.

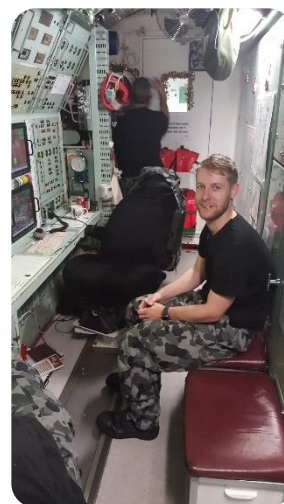


### Professional Experience

Originally working as an Engineering Maintenance Manager on submarines, Joe moved into infrastructure project delivery in 2019, where he has progressed rapidly from a logistics role on Southern Program Alliance (SPA) to heading up the team managing implementation of programs to support targets for AET, Priority Jobseeker Employment, Gender Equality, Local Jobs First, and Social Procurement. Most recently, Joe spent nearly two and a half years as Social Procurement Manager for Spark on North East Link (NEL) Tunnels, where he managed a team that secured \$55M of social procurement spend (to date) from 70+ Social Benefit suppliers and Aboriginal businesses.

On projects that he works on, Joe utilises his strong leadership skills to develop and provide guidance to his teams to achieve program KPIs, where the net benefit is tangible, through the direct employment of disadvantaged Victorians, improved connections to local communities and a more diverse supply chain. Through his social procurement experience, Joe challenges the traditional concepts of value for money from a project outcomes perspective, moving the dial from a commercial and financial focus, to one of community and legacy, through the lens of creating enduring sustainability, maximising social impact, and delivering positive environmental outcomes.

Joe's experience and understanding of engineering principles and logistics, married to his social procurement expertise, means he is perfectly placed to mobilise a project and drive social value into the fabric of an organisation. Delivering social value takes a champion who can challenge the culture and any unconscious bias that exists for the betterment of the social legacy that major infrastructure projects can leave behind, and Joe is that champion. Not only can he deliver outcomes, but he can also establish a governance framework and systems for reporting to measuring the outcomes. Building a robust reporting methodology that fits within the requirements is something he has done previously when establishing client requirements. The most recent experience he had at Spark North East Link saw him and his team of analysts able to pass 3/3 external audits with an independent reviewer and KPMG, which is a testament to the rigour that he places in building a robust reporting system.



## Delivered Outcomes

The below thumbnails are linked to various communications pieces that have been published by the respective client through their social media channels that Joe has played a major part in creating the outcome.



Aboriginal Business

Pathway Plumbing



Aboriginal Business

A2B Personnel



Social Enterprise

Yarra View Nursery



Social Enterprise

Brunswick Industries



Inclusive Employment

Veterans on SPA



Aboriginal Business

Dyirringa

Some other successes include the following:

- Joe helped three organisations successfully gain their accreditation as a certified social enterprise with Social Traders. Two examples of outcomes are [Paint Perfect](#) and [Ironsides Resources](#), who, as a direct result of Joe's efforts became eligible to be counted as social procurement expenditure under the relevant head contract.
- Joe managed to assist [Cable Containment Services](#), a small Aboriginal business, with winning >\$500k of work on Spark North East Link. A testament to the work put in when navigating a complex Tier 1 construction project's procurement process.
- Joe assisted another small Aboriginal owned business, [SKS-Indigenous Technologies](#) with winning a scope of work, whereby the northern part of the project's minor electrical maintenance works were allocated to the business.
- Joe managed to get a program-wide contract executed for the Aboriginal business, [Chilcorp](#), for the collection, disposal and recycling of scrap metal. The scope was expanded for a period and a variation was raised to broaden the requirements that included disposal of waste bentonite from the d-wall de-sanding plant.