

Tony Lynch – “Open your mind to further learning”

Tony Lynch joined the freight forwarding industry as a school leaver, and 20 years later returned to the classroom after being challenged by his employer. This is his story.

The freight and logistics industry is dynamic and challenging, which also makes it a rewarding industry to be involved in. No two days are the same, and the nature of the industry allows people working within it the opportunity to be creative and think outside the square on a daily basis.

Few industries have the scope and scale of this sector, so working with our customers to help them achieve their business goals by offering them proactive solutions is truly satisfying.

I am currently the operations manager with UTi New Zealand and on the national executive team based in Auckland. UTi is an industry-leading supply chain management company that delivers competitive advantage to our clients' supply chains through innovative, integrated solutions. The company has offices in 59 countries throughout the world. Starting as a school leaver in an entry-level role in the customs brokerage team, I first learned the customs brokerage business before moving into the freight forwarding area. I now manage our freight forwarding team, as well as other duties, including procurement, pricing and product development.



Tony Lynch, operations manager at UTi New Zealand – personal growth from further learning has been enlightening as well as rewarding

over 25 years in the industry. Five years ago, the then managing director of UTi New Zealand and Australia challenged several of the staff to take on further education. This was something I had thought of completing at some stage, but hadn't taken up the challenge to this point. This was just the push I needed and I found the CILT-UK Professional Diploma in Logistics

and Transport facilitated by Walter Glass of the Logistics Training Group in Palmerston North.

This self-paced, applied course appealed as it is at postgraduate level and focuses on supply chain management, but includes numerous elective modules such as international business and sourcing/procurement.

As the diploma was largely cor-

respondence based, I found it to be very practical and as a freight forwarder it really provided a valuable insight into a client's perspective. With a bit of focus I completed the diploma part-time in around 18 months and achieved a distinction, as well as going on to receive the CILT Diploma in Logistics and Transport Top Student Award for 2012, which was a great personal achievement as it can be daunting taking on education 20 years after the last time you sat in a classroom.

Achieving promotion

The diploma has helped me to look at parts of our business with fresh eyes and explore ways to remove unnecessary process and find efficiencies. It has also allowed me to develop a couple of new products, which have been successfully implemented and are attracting new business.

I believe it has improved my business discipline and the ability to develop and implement new processes. It has helped me achieve a new level in productivity and work ethic. I'm sure the industry experience and diploma led to me achieving promotion last year to my current role which is part of the New Zealand executive team for UTi.

I look forward to further growing my career and am now considering studying for a master's degree in supply chain management with Massey University, as this would further enhance my prospects. The personal growth I have achieved from opening my

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