

THE OFFICIAL JOURNAL OF AIRAH

NOVEMBER 2019 · VOLUME 18.10

RRP \$14.95

PRINT POST APPROVAL

NUMBER PP352532/00001

Ecolibrium

AIRAH
HVAC&R
**SALARY
SURVEY**
SPECIAL

Analyse this

The brave new
world of big data
and analytics.



THE GENUINE ONE

Jason Duncan, Affil.AIRAH, is Reliable Controls' regional sales manager for Australasia.

Responsibilities

I manage the distribution of Reliable Controls building automation products through our 21 independent authorised dealers across the Australasia region. This involves providing the dealer network with sales, business management and technical support to ensure they are well equipped and qualified to deliver quality outcomes.

I also manage sales and marketing for the region, which includes attending trade shows, visiting consultants, facilities management companies and end users to ensure they are aware of all the latest building automation technology we have to help them run simple, flexible and sustainable automated buildings.

Passions

Health, wellbeing and everyone getting a fair go. I'm really passionate about everyone getting equal opportunities regardless of race, gender or social status. It's great to see the progress in Australia and across the world in the past decade but I believe our industry has really fallen behind in this area, especially when it comes to being proactive in getting more women involved. It's no wonder companies are constantly struggling to find skilled workers; we have basically ruled out half of the working population by not having a better ratio of women in the HVAC&R work environment.

Finest professional hour

There are so many defining moments in anyone's career. For me, anytime I was part of a job that got positive feedback from a customer and anytime I managed a team and had a team member who excelled in their role.

Important lessons

It's important and rewarding to be passionate about what you do, but always put perspective around your



work goals with the understanding that work and progress are positive for you and the world but aren't the root of all happiness and aren't worth building up stress and tension over. Also, you could be working for your arch-rival next week, so treat them well.

Whom do you most admire?

My partner Margherita; she is an amazing human being. The things I see her do really drive me to be a better person. There is no doubt I wouldn't have achieved half the things in my life without the inspiration and support she provides.

Dream sabbatical

I love travelling, so could go on forever about all the places I'd like to visit. I haven't been to South America, so to spend six months roughing it, travelling the whole continent, surfing, hanging out with locals, trying all the different food, going to Machu Pichu, Carnivale in Brazil, the Amazon, discovering new things and doing some volunteering would be great.

What is your motto?

"Treat others the way you would like to be treated."

That doesn't mean being superficially nice to them. For me, it means being genuinely open and honest, giving credit where credit is due but also having tough conversations when required. People respect that; I certainly do.

Greatest personal achievement

For me it's more the small moments where I have a choice to do something right and good or to be lazy and selfish, and I make the choice to do something good. Every time I do that, it's my greatest personal achievement.

Favourite book

Depends on my mood. *How to Win Friends and Influence People* by Dale Carnegie springs to mind. It was written quite a while ago now and is a bit of a classic self-improvement book for professionals. The biggest takeaway I got from the book is that everyone has the ability to be great, we just need to work together to get the best out of each other.



I love embracing new cultures, new ideas, new technologies

Describe yourself

I love embracing new cultures, new ideas, new technologies. I like pushing the boundaries of what we can achieve but also at the same time appreciating what I have, seeing the positive side of things, spending time with people and having a laugh.

Define success

Coming home at the end of the day knowing today I did something to help make myself, others and the world somewhat better than yesterday.

What does AIRAH membership mean to you?

Being an AIRAH member gives me a sense of being a part of the HVAC&R industry community. A community of similarly skilled and like-minded people who understand the successes and the challenges of working in this industry. ■