

ORIX identifies South Australian boom, appoints local BDM

Adelaide, Australia – SEPTEMBER 9, 2019 Global fleet services provider ORIX Australia Corporation Limited (ORIX) has recently expanded its presence in South Australia. Experienced fleet expert Alex Alvarez has been appointed its new business development manager on the ground.

“I’m excited about getting to know local executives and businesses, and talking to them about their fleet needs,” says Alex. “I’m bringing my NSW expertise to SA and we’ve identified some core industries whose bottom lines we believe we can improve through our leading technology and service.”

Given the state’s significant construction growth, with the ongoing space works, mining infrastructure and a rise in residential investments, ORIX has identified a need amongst South Australian businesses for a more flexible tool for trade vehicle solution.

“A flexible commercial fleet is vital for servicing the construction industry. We know construction projects have limited or changing timelines, so they need a fleet that can flex to suit the project needs with mini- or seasonal leases for tool of trade vehicles,” says Alex.

The health industry is also an area of growth in the state. The NDIS now services 27,000 South Australians, with that number on the rise.

“We’ve already developed solutions for companies in the disability and aged care sectors,” says Alex. “For example, our carpool booking system enables employees to share vehicles; ideal for an industry so reliant on shift work.”

Small and medium sized businesses (SMEs) account for 98% of South Australian businesses and are under increasing pressure to be agile and flexible. Mini-leases and car-pooling are just some ways smaller businesses can continue to drive their business growth and keep their people and products on the road, while also using smart telematic technology to minimise operating expenses and save time on fleet management.

“At the end of the day, our goal is to ensure the businesses in South Australia are getting the most out of their fleet. That is, that they’re mitigating risk, and saving themselves time and money,” says Alex.

As one of Australia’s leading full-service fleet management providers, ORIX is committed to helping businesses realise more value and efficiency and have more confidence in their fleet and leasing arrangements. No matter how big or small their operations. “We’re excited to talk to these growing South Australian sectors – and work out how we can apply our flexible and financially optimised solutions to their projects,” says Alex.

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About ORIX Australia Corporation Limited

ORIX Australia Corporation Limited (ORIX) is one of the world’s leading fleet management companies. In Australia and New Zealand, we’ve provided fleet management, commercial vehicle rentals and leasing and novated leasing for more than 30 years.

Through our innovative solutions, including the award-winning OneView platform, ORIX Share and ORIX i, we help our clients get more value from their vehicles and manage the evolving risks of a mobile workforce.

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