

Member Profile

Business Advisory (BA) Approved Supplier List – Community Housing Futures WA

Business Name	Natalie Sangalli
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Postal Address	74 Drummond st Bedford, WA 6052 Australia
Are you registered with Supply Nation?	☐ Yes ☒ No
Are you listed on the Aboriginal Business Directory WA ?	☐ Yes ☒ No

Regions covered

- | | | |
|---|---|------------------------------------|
| ☒ Statewide | ☐ Great Southern | ☐ Gascoyne |
| ☐ Perth Metropolitan | ☐ Wheatbelt | ☐ Pilbara |
| ☐ Peel | ☐ Goldfields-Esperance | ☐ Kimberley |
| ☐ South West | ☐ Mid West | |

Introduction Summary

Provide a brief overview of your organisation or practice, your approach to advisory services, and your experience relevant to the community housing sector.

Significant experience from over 7 years leading operational registration and 2 years as the COO for Housing Choices National, overseeing operational and asset management registration across 4 states.

Advisory services include strategic planning, business planning, capability assessments and project management.

Sector Knowledge

Describe your knowledge of and experience working with the community housing sector, including any work with CHOs, ACHOs, ACCOs or related organisations in Western Australia.

Over seven years in state and national executive roles for Access Housing and Housing Choices with a good understanding of the social and affordable housing context across 5 states as well as growth and capacity building. Four years on the board of Shelter WA and the Minister appointed Homelessness Advisory Committee. High level of familiarity with the community housing and homelessness sector as well as regulatory requirements and broader housing trends, levers and barriers.

Important Notice: Inclusion on the BA Approved Supplier List register does not constitute an endorsement by Shelter WA or the CHFWA Program of any listed supplier, their services, or their performance. The Panel is a due diligence register only. All Panel members are assessed against the same criteria and are considered equally eligible.

Skills	Offered?	Summary of demonstrated qualifications, consultancy skills and consulting track record
Finance Core Focus Area	☐ Yes ☒ No	<i>Describe your relevant qualifications, experience and specific services you provide in this area.</i> Intermediate understanding of financial management - not key skillset
Business Planning Core Focus Area	☒ Yes ☐ No	<i>Describe your relevant qualifications, experience and specific services you provide in this area.</i> Development and delivery of multiple strategic plans, business plans, projects and program design and delivery.
Asset Management Core Focus Area	☐ Yes ☒ No	<i>Describe your relevant qualifications, experience and specific services you provide in this area.</i> Intermediate understanding - registration requirements etc
Risk Management Core Focus Area	☒ Yes ☐ No	<i>Describe your relevant qualifications, experience and specific services you provide in this area.</i> Significant experience in risk identification, interrogation and management from a career working in executive level roles across prisons, justice, housing and human services
Partnership Development	☒ Yes ☐ No	<i>Describe your relevant qualifications, experience and specific services you provide in this area.</i> Significant experience in partnership development from MOU to merger level partnerships across housing and human services.

Internal Capability Uplift	☒ Yes ☐ No	<i>Describe your relevant qualifications, experience and specific services you provide in this area.</i> Over 7 years experience in housing operations at executive level and from leadership roles across government, private sector and NFP. Excellent understanding of alignment of business planning with strategic planning, building solid team foundations, change management and continuous improvement based on lived experience and customer feedback loops.
Feasibility	☐ Yes ☒ No	<i>Describe your relevant qualifications, experience and specific services you provide in this area.</i> Intermediate understanding
Registration Assistance	☒ Yes ☐ No	<i>Describe your relevant qualifications, experience and specific services you provide in this area.</i> Significant experience from over 7 years leading operational registration and 2 years as the COO for Housing Choices National, overseeing operational and asset management registration across 4 states.
Other	☒ Yes ☐ No	<i>Describe your relevant qualifications, experience and specific services you provide in this area.</i> Good practice in tenancy management, particularly complex tenancies, tenant engagement and place making

Cultural Safety

Describe your experience and capability in culturally safe engagement, particularly when working with Aboriginal and Torres Strait Islander organisations and communities. Note any relevant training completed.

Numerous formal and informal trainings through 3 different Reconciliation Action Plans (all as a leader of the RAPs). Most notable was Noongar Housing First Principles and an office room naming process with Noongar Mia to learn Noongar words that had meaning for Housing Choices business. Most recently, engaging Mandy Gadsdon from Think Culture to undertake a cultural safety review of my organisation.