



RICHARD JONES

Executive Coach

INTRODUCTION TO RICHARD

Richard has significant experience over many years of coaching leaders within many corporate organisations over the last 20 years. Richard has been instrumental in developing existing leaders to progress their development and careers, including progressing talent to the level of Managing Director or Heads of positions. Richard has also used his predictable formula of coaching to develop younger talent, which has been identified as future leaders, and coach them to be equipped with the necessary skills, to be successful in significant leadership positions within their corporate environment.

His focus on accountability helps to create optimum high performance. He assists existing high performers to continue to grow and create high performing teams and organisations. His expertise to understand the individual and then unlock their potential through increased self awareness, is a cornerstone to his coaching. Richard understands the importance of high-level interpersonal skills in inspiring teams of people to achieve exceptional performance. Richard draws on proven processes to take the individual on their journey to their and the businesses desired goals. Richard is passionate about helping individuals achieve a balance in their life, leading to fulfilment, happiness and satisfaction.

His style is warm, authentic and enthusiastic, with a determination to achieve business outcomes in a calm and rationale manner.

CAREER HISTORY

- Richard has held a number of executive positions in the UK and Australia, with global oil giant BP in the early part of his career, before moving into the luxury product sector. There he held a number of senior positions including UK Sales Manager for this multi-million-pound business, before relocating to Australia for family lifestyle reasons over 20 years ago. Richard runs his successful Executive Coaching business and is an associate of CLA.
- Richard currently sits on the School Council/Board of a prestigious Melbourne Private School in the APS sector. He draws on his extensive business experience and contributes to the future development and success of the school.

WHAT PEOPLE SAY ABOUT RICHARD

"Richard's coaching is worth more than any money I could receive, he is a great human and I really value the time I have with him" – *National Head of Account Management, BT Financial*

QUALIFICATIONS

- BA (Hons) Business Studies, Nottingham Business School, Nottingham Trent University, UK
- Graduate Program – British Petroleum International (BP), London

SPECIALIST EXPERTISE

- P&L Responsibility
- People Leadership
- Cultural Change
- Strategy
- Team Effectiveness
- Sales
- Global Experience (UK, Europe, Asia, Middle East)

SECTOR SPECIALISATION

- Financial Services
- Professional Services
- Oil Industry

FOCUS

- Coaching – CEO, Managing Director, Heads Of, Identified Talent
- Leadership
- Performance Development
- Interpersonal Skills
- Body Language and EQ

WHAT I BRING AS A COACH/MENTOR

I bring an accountability framework to assist the individual become the best leader they can be, as well as a holistic approach to life that enables balance to be a predictable reality.