



ROB WILSON

ASSOCIATE

Rob is a highly educated, qualified and experienced Professional Certified Coach (PCC) with the ICF, with extensive personal business experience at the executive level.

Rob is a passionate health advocate, enjoys international travel, is a keen sports enthusiast and a life-long learner.

TESTIMONIALS

"Rob is a rare find in the coaching world, bringing together three vital skills: 1) senior corporate experience, 2) psychological and coaching qualifications and 3) a natural pragmatism."

- **SENIOR MANAGER PEOPLE TRANSFORMATION, BANKING AND FINANCE**

"Rob has an engaging style that draws out hidden aspects of yourself that you are not consciously aware of and gives you the space to develop personal growth plans that result in real change and positive impact on the organisation."

- **GENERAL MANAGER, HEALTHCARE**

"Rob is a genuine coach in that he is very authentic, truly cares about you and knows how to effectively coach."

- **ASSOCIATE DIRECTOR, GOVERNMENT**

QUALIFICATIONS & ASSOCIATIONS

Professional Certified Coach (PCC), ICF ▪ Accredited Coach, Level Three, IECL ▪ MSc Coaching Psychology, University of Sydney ▪ Doctor of Philosophy (Chemistry), University of Oxford ▪ MBA, Macquarie Graduate School of Management ▪ BSc (Chemistry), Imperial College London ▪ Mental Health First Aid (MHFA) ▪ Research Year (Chemistry), Università di Firenze

DIAGNOSTICS

TLC ▪ Hogan ▪ Immunity to Change

COACHING EXPERIENCE

Rob's coaching experience includes one-on-one and team engagements with C-suite leaders, executives, general managers, high potential talent and their teams. These engagements span various industry sectors including government, banking and finance, professional services, healthcare, construction, FMCG and retail, utilities, and aviation. Coaching engagements are typically either developmental, career transition, skills based or remedial. Rob coaches face-to-face or virtually.

COACHING STYLE AND APPROACH

Rob is an energising person, passionate about enabling change and creating superior performance. He brings a pragmatic, solution-focused and evidence-based approach tailored to the specific needs of the business and the individual. He applies a whole of system approach to engagements and can work with all styles of leaders to bring out their full potential to achieve their individual goals.

BUSINESS EXPERIENCE

Rob has extensive local and international business experience having held leadership roles in Australia, Asia, Europe, Africa, and the USA. He has lead organisations through change, building successful teams along the way. He has held previous roles as a Europe Region Head based in Paris, Director of pharmaceuticals division based in Sydney, Director of Business Development based in Sydney and Asia Pacific Region Director of Commercial Excellence.

AREAS OF EXPERTISE

- Developmental coaching for senior leaders in complex organisations
- Coaching as part of leadership development programs
- Transition coaching for those new to role, organisation or on international assignment
- High potential development

PREVIOUS ENGAGEMENTS

- **Executive Director, Government** – coached to enable lifting of leadership to allow for a greater focus on strategy through greater delegation and team development.
- **CEO, Finance** – coached CEO to understand political landscape through mapping of key internal and external stakeholders and developing a plan for systemic change.
- **Managing Director, Healthcare** – coaching to enable shift of business model from distributor model to a direct model including lifting leadership across the team.
- **National Sales Director, FMCG** – transition coaching to assist senior leader in accelerating impact in new role lifting leadership and managing stakeholders to create strong relationships on the leadership team.
- **High Potentials, Government** – coaching >20 future directors to enable their development for transition to senior leadership roles.
- **Partner, Legal** – executive coaching for associate partner to prepare for promotion to partner of the law firm, focused on building business development skills.