



PETER MILLER-SMITH

ASSOCIATE

Peter is a professional coach and mentor who has extensive experience in the UK, Europe and USA, running businesses and leading teams.

In his down time, Peter enjoys fly fishing, which is his way of meditation. Peter has a passion for working with young people specifically around finding their purpose and career aspirations. Each year he works with two people who don't have the advantages that most do and will help them on a pro-bono basis.

TESTIMONIALS

"Peter is highly professional as well as personable, reliable, trustworthy and supportive. He is an excellent listener, and his style has been extremely effective. He doesn't take the easy option and challenges and encourages you to think differently about problems."

- **HEAD OF OFFICE INVESTMENT, PROPERTY**

"Peter helped me adapt my style without losing the true essence of myself. In addition, he helped me successfully transition into a very different environment of expectation and stakeholder management."

- **VP, HEALTHCARE**

"Peter has a very thought-provoking style and challenged me to think about a whole host of work-related issues and the way I approach them. Peter has non-confrontational style but does not let you off the hook."

- **DEPUTY HEAD OF CORPORATE**

QUALIFICATIONS & ASSOCIATIONS

Certificate in Coaching Skills ▪ NLP Diploma
▪ Membership: ICF, Associate for Coaching, Member European Mentoring & Coaching Council

DIAGNOSTICS

MBTI Step 1 Qualified ▪ Insights Discovery
Licensed Practitioner ▪ Momentum CPI
Performance Profiling Accredited



COACHING EXPERIENCE

Peter frequently works with executives in large public and private sectors and leadership teams. His industry experience includes manufacturing, pharmaceuticals, IT, marketing services, banking, property development, housing associations and professional services. Peter coaches face-to-face and virtually.

COACHING STYLE AND APPROACH

Peter draws on this business experience and expertise; partnering with his counterpart, taking time to understand their business, helping them to get clarity on the business issues, working with the counterpart to set clear measurable goals and then delivering on them. Peter is a strong networker, always looking for opportunities to introduce people that could help a counterpart's business.

BUSINESS EXPERIENCE

Peter started his career as a financial controller for several divisions in the UK then moved into sales and marketing heading up several successful businesses. He has extensive experience in the UK, Europe, and USA, running businesses and specifically leading teams for the 3M Corporation with responsibility for marketing in 18 countries for a division of the company. Peter has chaired the Board of a Housing Association for four years and has been on the advisory board for several companies. In addition, he has also set up two successful businesses of his own.

AREAS OF EXPERTISE

- Authentic leadership
- Team building and alignment
- C-suite transformation
- Developing leadership and management skills

PREVIOUS ENGAGEMENTS

- **Head of Corporate and Commercial, Banking** – coached counterpart on raising level of strategic dialogue, personal impact, leadership skills. Coaching resulted in increase in confidence, delegating and motivating skills and promotion to new role at corporate headquarters.
- **Head of Wealth Management, Investment Banking** – newly appointed, coaching included building credibility with new team; personal style of engaging with people; identifying and managing key stakeholders; developing business plan with clear strategy and objectives with the team; developing an aligned and fully engaged team. Outcomes included a plan that was accepted by the Board; the highest score possible achieved in annual appraisal; counterpart identified as a high potential for MD role.
- **CEO, Media** – counterpart identified wanting to build stakeholder relationships including main Board and investors, building a strong relationship with the Chairman; developing leadership style; confidence in ability to lead the business; act as a sounding board; building and developing leadership team; preparing a vision and plan for the business with the goal of growing the business and preparing it for sale. Coaching outcomes included restructured and effective leadership team; business sold at a price ahead of equity backers' expectations, with counterpart being appointed as European CEO of expanded company.