



TIM SALISBURY

Tim is an experienced coach and has a strong corporate and commercial background which helps him add value beyond coaching.

Tim is a big sports fan who supports his local rugby club and is also a proud member of the Marylebone Cricket Club (founded in 1787). He is a passionate skier and loves to sail. His pet Springer Spaniel, Millie, keeps him fit!

TESTIMONIALS

"Following our sessions, just about everyone listed leadership skills under strengths which is in stark contrast to it usually being under developmental needs in previous 360s!"

- PARTNER, GLOBAL LAW FIRM

"I found Tim to be extremely engaging, open minded, accommodating and flexible. Above all he was great fun to spend time with. Without Tim's help, I would not have got my promotion and made my transition to the new role!"

- MD PROJECT DIRECTOR, RETAIL BANK

"Tim Salisbury gives you wings!"

- GROUP HEAD OF LITIGATION, RETAIL BANK

QUALIFICATIONS & ASSOCIATIONS

Accredited Coach, IECL Level Three ▪ Accredited Coach, London Business School ▪ Certified Trainer of NLP ▪ ACIB – Associate of Chartered Institute of Bankers ▪ ICF ▪ EMCC

DIAGNOSTICS

NEO P-IR ▪ Point Positive

COACHING EXPERIENCE

Tim specialises in helping individuals transition into leaders at C-suite and other senior levels. He has 25 years coaching experience in large multinationals, working globally and across multiple cultures. Tim has coached in most sectors but works predominantly in financial services, property, and construction, FMCG and beverages.

COACHING STYLE AND APPROACH

Counterparts describe Tim's approach as challenging, motivating, practical and fun. There is a sharp focus on results due to his commercial background and he is often used as a sounding board to discuss strategy. Tim's engagements are designed to help counterparts step up as leaders by increasing their self-awareness of their individual leadership style and their impact on others.

BUSINESS EXPERIENCE

Tim started his career in banking and held several senior positions across a variety of key functions including sales management, corporate banking, marketing, and management development. He then joined a coaching consultancy and ran their financial services practice before setting up his own executive coaching company. Tim also provides coaching support at the London Business School for executive education programs, including the executive MBA.

AREAS OF EXPERTISE

- Transition to C-suite and senior executive roles
- Leadership coaching
- Coaching during onboarding
- Coaching for communication and influencing
- Team coaching

PREVIOUS ENGAGEMENTS

- Global Head of Digital Engineering, Global Construction - assisted counterpart to formulate a 100-day plan for new global role and to build collaborative relationships with stakeholders.
- Executive VP, Civil Engineering – provided a strategic sounding board.
- Group Finance Director, Residential Property - coached counterpart to optimise relationship with the CEO and to communicate effectively and confidently with different audiences.
- Group Head of Compliance, Global Bank - coached counterpart around leadership style and personal impact in order to make sound contributions at executive committee meetings.
- Change Management Director, Global Bank - coached counterpart who was considered to be arrogant and abrasive to soften style and adopt a leadership presence. Subsequently promoted and now heads a £500m change project covering three large project teams.
- Director, Telecoms - coached counterpart to improve leadership impact by being authentic and since promoted to lead a substantial division of the business.