



## Mark Raymond Organisational Coach and Consultant

**Mark Raymond** works with leaders and managers to enable them and their organisations to be more effective. Mark's focus includes leadership coaching, designing and facilitating workshops centred around communication and high performing teams, and designing and facilitating team planning and strategy workshops. Mark's work as a consultant, coach and facilitator is highly engaging and practical - based on a deep understanding of people development principles and experience in working in organisations and the day to day issues that arise. He aims to support his clients to create something great - from a commercial perspective and where people are valued and developed.

Mark has more than 15 years combined experience in business development and marketing in IT and law, and more than 10 years experience in leading people, both in projects and operationally.

### Recent Experience

- **Coaching** - Providing ongoing coaching to managers and leaders on a range of issues including leadership, business development, being influential, managing conflict, dealing with change, and performance issues.
- **Leadership** - Experienced in designing a range of programs to improve leadership effectiveness including strategy development, behavioural change, building relationships and creating high performing teams.
- **Team development** - Worked closely with the leaders of a client service team comprising 20 lawyers which resulted in a re-energised team and increased revenue of 90% on prior year.

- **Facilitation** - Co-designed and co-facilitated workshops for senior executives and managers in the Department of Treasury and Finance focussed on conversations that result in high performance. Mark has also facilitated a number of programs for other government departments and the private sector in areas such as communication, business development, building positive relationships, coaching, and high performing teams.

### Qualifications

- Bachelor of Economics
- Vocational Graduate Diploma of Ontological Coaching
- Myers-Briggs Practitioner
- Life Styles Inventory (LSI)

### Areas of Expertise

- Executive and leadership development
- Developing high performing teams
- Business development and marketing
- Coaching and facilitation

### Contact

Mobile: 0409 527 729

Email: [markr@newfieldinstitute.com.au](mailto:markr@newfieldinstitute.com.au)

Web: [www.newfieldinstitute.com.au](http://www.newfieldinstitute.com.au)