

## Tim Luke

# A presentation of executive coaching and group facilitation credentials

**I am an accomplished and charismatic coach with seventeen years experience of working with groups and individuals to develop their potential.**

### **Challenging for success**

I design powerful and engaging training interventions that focus on performance and behavioural issues. My **no-nonsense, challenging facilitation style** has led to my reputation for:

- Quickly and sensitively surfacing underlying issues.
- Addressing difficult issues and bringing them to positive outcomes.
- Maintaining a business focused approach.

## Areas of expertise

- **Executive coaching.**
- **Team development.**
- **Dysfunctional teams.**
- **Coaching skills training**
- **Leadership development.**
- **Change initiatives.**
- **Influencing skills for sales professionals.**
- **International and cross-cultural work.**
- **Collaboration with consultancies of all sizes to design and deliver innovative solutions for clients from all sectors.**

## Supporting evidence

### Recent client history

#### **Friends Provident**

During 2004 work has included consultation, design and delivery of the following interventions: Executive coaching, team development, performance management workshops, leadership development, sales and influencing skills, facilitating involvement and buy-in to change initiatives.

#### **Sony Broadcast and Professional Europe**

The design and implementation of 'Managing for Change'; modular, pan-European, virtual team working programmes for general managers and business group leaders. The design and implementation of a series of team development workshops for the Executive Leadership Team. They aligned values and behaviours with strategy.

#### **Defence Aviation Repair Agency**

A top down culture change process to reshape the organisation, blending military, civilian and commercial cultures and introducing self managed team working.

#### **BT**

Inspirational Leadership programmes for general managers and senior managers on BTs 'Minerva' development scheme.

#### **TD Waterhouse**

A senior management development programme designed to align management behaviours with corporate strategy.

### Recent top team development experience

- Alcatel Carrier Network Group, Heads of Business.
- Birmingham Midshires Executive.
- Blue Circle Cement, UK Executive.
- Compaq Professional Services, Leadership Group.
- DARA Board and Governance Group.
- Friends Provident National Sales Managers.
- Goldman Sachs -Asset Management Group, Tokyo.  
-Disaster Recovery Team, Tokyo.
- New Balance, European Executive.
- Nestor Healthcare Services Division, SMT.
- Sony BPE Executive Leadership Team.

Tim Luke

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### **Career profile**

Established Tim Luke Consulting Ltd	2003
Impact Development Training Group 2003 Senior Development Consultant	1989 –
Arete Training and Development Tutor and Course Director	1988 – 1989
Brathay Hall Tutor and Course Director	1987 – 1988

### **Learning profile**

Advanced Certificate with The Academy of Executive Coaching (ICF accredited)  
Practitioner MBTI® and Flex Selling  
Firo B  
Verax – Lifestyles  
Verax - Organisation Transitions Inventory  
Institute of Training & Development Certificate  
BA Hons (2.1) Recreation Management

### **Contact details**

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