



Mark Raymond Organisational Coach and Consultant

Mark Raymond works with leaders and managers in organisations to support them to be more focused and effective leaders, by helping facilitate clarity on their strategy or what they want to achieve and to implement their strategy through their people. Mark's focus is on the interpersonal aspect of organisational performance.

Mark provides the following services:

- One-on-one coaching
- Leadership development programs
- Team strategy and planning days

Mark brings three perspectives when working with clients - the business/commercial environment; how to create an environment where people develop and perform at their best; and the needs of the organisation's clients and stakeholders.

Prior to working as a coach and consultant, Mark spent 20 years in business development, management and coaching roles in the IT and professional services industries.

Recent Experience

Mark's recent experience includes:

Leadership development – with Mark Molony, designed and facilitated workshops for senior executives and managers in a large organisation focussed on conversations that result in high performance. Further to this, we were engaged to run a leadership program for the same organisation on actions that senior leaders and managers do to build capability in their teams.

- **Team development and strategy** - Designed and facilitated sessions with a focus on getting clear on strategy, how to leverage off each other's strengths, and the conversations and relationships required to implement the plan.
- **Coaching** – executive coaching for leaders on a range of areas including leading change, building team capability, doing more of the leading and less of the doing, managing workload and prioritising, resolving conflict and being influential across the organisation. Mark has also coached over 200 law firm partners and senior lawyers in all aspects of business development and building client relationships.

Qualifications

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

Areas of Expertise

- Leadership development
- Team strategy and execution
- Business development
- Coaching and facilitation

Contact

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