

Profile

John Glenn

John has nearly 30 years experience in corporate and government environments. He specializes in assisting executives and their teams to identify and achieve ambitious goals. He works closely with his clients in the areas of executive coaching, sales programs, and program delivery. John's style is to work with his clients to develop a plan and then support them in its execution through leadership development and team empowerment.

John has worked extensively in the communications and information technology industry as a negotiator, consultant, program director, and as senior executive in strategic development, sales and marketing roles.

He has managed marketing and sales teams in the professional services and telecommunications industries, managed a mergers and acquisition program and was engaged in the public listing of a private company. He has managed large-scale projects in Asia and Australia, led teams negotiating major programs with Federal Government, commercially and in the US and UK. He has also undertaken program reviews and facilitated commercial dispute recovery programs.



Areas where John typically excels include:

- *Strategic planning*
- *Business development planning*
- *Team motivation*
- *Sales team development*
- *Negotiations support*
- *Interpersonal and communication skills*

John is known for his ability to quickly identify the essential elements of an issue, foster team determined options and motivate delivery.

John is a member of the Australian Institute of Company Directors, Australian Institute of Management, International Coach Federation and the International Association of Coaches. He holds a variety of tertiary qualifications from the University of NSW, Shrivvenham UK, University of Canberra, and Deakin University.

In addition to working with Amazing Results, John owns and runs his own successful professional services business, based outside of Canberra.

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