

Graham Wilson

International Leadership Expert, author of *Leadership Laid Bare!* and founder of the award winning Successfactory™



Graham is a leading performance facilitator and inspirational developer of leaders. His key purpose is to awaken possibility in leaders to deliver extraordinary results. He works globally and is skilled in teaching New World Leadership, Senior Team Development, Strategy, Business Modelling, Organisational Development, Salesforce Transformation, Developing High Performance Teams, Innovation and revitalising organisations suffering from Change Fatigue!

Graham works internationally with organisations and their Senior Teams to align strategy and action, specialising in the people aspects of change. Since his early days in the Army, and then working for Dupont, Graham has consulted, trained and coached top-level business people in the public and private sector in the UK, US, Europe, Asia, Australia and Middle East.

Graham has been described by clients as an 'igniter of human potential' - 'a true leadership wizard' - 'an inspirational storyteller' and 'an inspirational provider of practical insights that make a difference – immediately'.

*When looking for **engaging** and **inspirational** learning events that add real value to our business, we look no further than Graham. We have been working with Graham for many years, and throughout that time he has proven his ability to **deliver outstanding results**. He has an uncanny ability to create a perfect **balance of the business issues and the people/leadership issues**. I particularly like the way he takes time to fully understand our organisation, challenge our thinking and develop practical solutions in partnership with us. I would highly recommend any organisation to experience his many talents."*

James Clegg
Head of OD and Talent, Bupa

Graham is an inspiring facilitator of learning both in the classroom and to large audiences of up to thousands of participants. His working culture is visionary, enjoyable and results focused. He works in an atmosphere of openness, flexibility of thinking, teamworking and integrity. Graham specialises in the areas of: - Leadership for the New World, Developing High Performers, Salesforce Transformation, Leading Change, Developing High Performance Environments, High Performance Teamworking, and Organisational Development. Graham is also in demand by editors of numerous motivational and management publications and is an accomplished conference speaker.

"If you want real transformational change Graham is the person you're looking for. Graham is very effective in getting managers and senior leaders to really take up the challenge and transform their organisations. I have worked with Graham on a number of assignments over the past ten years and have found it very impressive the way he has made major shifts in performance culture and leadership in a wide range of companies including many household names."

Prof. Eddie Obeng Director,
Pentacle Virtual Business School

*"Graham's facilitation is an **experience you cannot afford to miss**. Graham's style is **extremely flexible** and fits in with any organisation, and also any individual. He has a **proven track record of improving performance** and I have no problem recommending Graham as **one of the best performance coaches** I have ever worked with."*

Dr Mike Rotheram
Performance Consultant, Metaphorics

*"I've worked with Graham as a supplier/partner for the last 15 years. I always find him to bring a **pragmatic and real life perspective to his solutions**. He has a **great wealth of knowledge** of organisation change, leadership and project managements and **is a great sounding board/ facilitator** in any of these arenas."*

Gill Palfrey Hill, Director of People Development & Talent, Specsavers

*"Graham and his team have been **core to our management development programme** over the last 5 years. Not only have they **created bespoke training and development**, but also provided ad hoc and continuous development. I am sure that this **contributed to our business success and third successive Investors in People award**."*

Alistair How Managing Director, Bupa International

Graham is a Fellow of the Institute of Sales and Marketing Management and an invited judge for the acclaimed National Sales Awards. As an Honorary Teaching Fellow he has lectured at a number of University Management Schools, and as a successful entrepreneur he can approach development from an academic and pragmatic viewpoint. His dramatic results are achieved through using the latest NLP™ methods and the powerful combination of process consultation and project-based development. Graham is a Certified Trainer of NLP™ and his initial NLP™ training was carried out with Dr Richard Bandler - the co-creator of NLP™.

Graham has been trained in the use of the very latest brain friendly/accelerated learning techniques. He is an experienced Process Consultant/Facilitator, Systems Thinker, and a member of Action Profilers® International, which means he is working at the forefront of human dynamics, decision-making, and top team development strategies. Graham is licensed to use FACET5, Realise2, LIFO® and FLOWS™ team development tool. He also works in the experiential world of Outdoor Management Development, being highly qualified in many outdoor activities. Recently Graham has been working with Heartmath techniques designed to optimise business and sporting achievement.

Graham's career started in H. M. Forces as a communication specialist with the Royal Corps of Signals. He was involved in specialist training on an International Arena and saw active service in Beirut and various other hot spots including work with the US Marines and with the UN International Peacekeeping Force. Leading, training and developing key service personnel in Technical, Leadership and Team Skills led to his passion of helping people to dramatically improve performance. Graham is also an experienced Senior Manager. His successful commercial experience was initially gained whilst working for Dupont (UK) Ltd. He worked for Equipment Service, Imaging Systems in the Printing, Publishing and Medical Industry, involving running programmes and projects in both public and private sectors.

Since 1994 Graham has worked in the consultancy field with many blue chip and small businesses, across a wide industry spectrum - both public and private sectors.

An example of companies that trust Graham to develop their leaders...

Trusted by the world's biggest brands
and a benefit to every business...



PROVOKING – INSPIRING – EDUCATING – FACILITATING – COACHING

Graham Wilson

Leadership Wizard, Successfactory™

Mobile: +44 (0) 7774 737427

Office: +44 (0) 1829 771770

Skype: Successfactory

“Graham possesses an ability to bring people along with him in complex situations. Very pragmatic approach and holds a great deal of knowledge both theoretical and practical which combined delivers a great package when attempting to move things forward in an organisation.”

Ian Bennett
IT Director – Gala Coral