

Strengths:

Improving and sustaining business performance
Strategy
Change Management
Simplifies complex information
SAM
Innovation

Commercial Experience:

Over 20 years in senior leadership roles
Member and contributor to SAMA

Academic:

Master's degree from Cranfield Technology School, UK
MBA from AGSM

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Gary Peacock is a specialist in improving and sustaining business performance. Gary improves performance through Business Coaching on implementing effective strategies and Change Management tactics to influence daily team behaviour.

One of Gary's specialities is presenting and communicating complex information in simple and interesting ways to diverse audiences from the boardroom to the factory. He is able to solve complex problems with creative and practical solutions.

A good analyst with exceptional negotiation skills, he has regularly been involved in resolving complex commercial disputes with multiple parties including overseas companies.

Commercial Experience

Gary has over 20 years experience in various capacities, including sales, engineering, production and service. His hands-on experience enables him to understand the challenges of changing daily behaviours of operations staff and sustaining high-growth business.

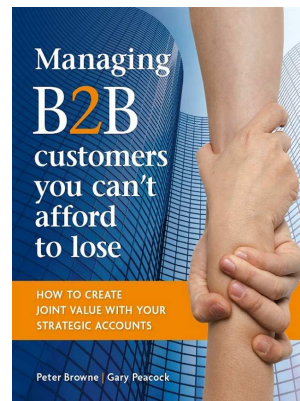
Having studied Change Management at postgraduate level at the Australian Graduate School of Management, Gary is now a leader in the field. He has implemented successful changes in fast-growing and mature organisations by linking high-level objectives to daily actions, providing practical tools for diagnosis and action and showing methods for communicating complex information.

Education and Industry Affiliation

Gary has a Masters degree from Cranfield, a leading technology school in the UK and an MBA from the Australian Graduate School of Management (AGSM). He is a member of the Australian Institute of Company Directors.

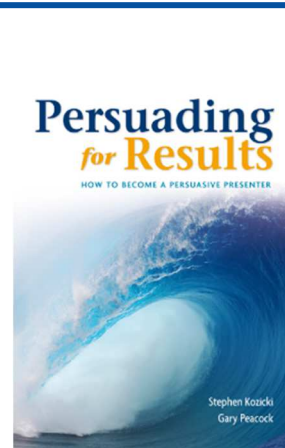
He is a member and contributor to the Strategic Account Management Association (SAMA), and a lecturer on Change Management at the AGSM. Gary also facilitates public courses at the University of Technology, Sydney.

Books & Tools Published



This book explores:

- How markets are changing
- Why companies need to treat their strategic accounts differently
- How to successfully implement Strategic Account Management (SAM)
- How to create more value and build sustainable relationships with key accounts



Revealed in this book ...

- Breakthrough thinking for faster preparation
- Using language persuasively
- Effective methods of persuasion
- Persuading with stories
- Buying styles
- Persuading with images
- Influencing executives
- Most common mistakes



This pack will help you:

- Quickly build a competitive advantage through creativity and innovation
- Have fun while you solve your impossible problems
- Solve your impossible problems faster