

# KARLIN SLOAN & COMPANY

be the change.



Ian Sellick

*Ian* coaches senior level executives and high potential leaders on a European and global basis, challenging their thinking, attitudes and behavior. His coaching is influenced by the work of Bill Torbert, David Rooke, Bill Joiner and Stephen Josephs in the area of Leadership Performance at Post Conventional Action Logics and enhanced by his prior extensive business experience at a Senior Director Level. Ian has worked in a variety of sales, marketing and business management roles and enjoyed time working as a “trouble shooter” - turning around underperforming programs on an international scale. He has enjoyed success in leading change across international boundaries in a climate of uncertainty and significant ambiguity, requiring high degrees of flexibility and the ability to work with differing cultures and personalities.

Ian has a passion for people development and loves nothing more than seeing individuals and teams making “their significant breakthroughs”. He works with senior directors and leaders in transition who are changing roles or organizations. Ian’s quiet, incisive and challenging style delivers effective results.

## Areas of Expertise

Leadership, Building Competencies &  
Developing Emotional Intelligence  
Developing Awareness & Advanced  
Communication Skills  
Transition & On-boarding of New  
Executives & High Performing Teams

## Industry Experience

Sales, Marketing Corporate Account  
Management & Customer Services  
Leadership  
Operational & Change Management  
High Technology, Manufacturing, Financial  
Services, Utilities, Telecommunications,  
IT & Retail

## Education, Certifications, Faculty, Publications

MBA - Bristol Business School  
Accredited member of the International Coaching Federation (ICF)  
Accredited Emotional Intelligence Assessor and Coach (JCA)  
Membership of Institute of Directors and Chartered Institute of Marketing  
European NLP Coaching Certification Programme (ITS London)  
Certified Neuro Linguistic Programming (NLP) trainer, certified trainer of hypnosis and  
certificate in systems thinking  
Digital Equipment Senior Leadership Programme IMD Lausanne, Switzerland (programme  
included Leadership, Finance, Creativity, Managing Change and Advanced Marketing)

### **Confidential**

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