



Profile of Kingsley Smith

Facilitator & Executive Coach

Most businesses are very good at the “technical” skills of their services – but so are most of their competitors. Those skills are the entry ticket to the business and surviving in it! Without dismissing the constant need to improve technical skills to remain competitive, a key area of competitive advantage lies in the so-called softer, i.e. non-technical, skills. These skill sets maximise the effectiveness with which staff can deliver the technical services.

Kingsley Smith works with leaders in service-oriented businesses who are committed to maximising the added value they get from their people.

His strengths are training in Presentation and Negotiation Skills, Marketing, Leadership and Idea Generation. His approach to designing and delivering training is summed up by this comment from a participant:

“I just wanted to let you know that I thought that the course was terrific. I have already used a couple of simple, dynamic tools which I learnt last week this morning with a very positive result. That has got to be the best measure of a course's value.”

He also coaches senior executives. His current clients include the Managing Directors of a major property firm, a merchant bank, a hedge fund and a financial services company.

Languages: English (native language)

Credentials:

- 30 years in Asia Pacific – including 13 years as a facilitator/trainer.
- Author of two books – Marketing for Small Businesses and The Ultimate negotiation Skills Guide.
- Managed Multinational Advertising Agencies in Tokyo, Toronto, Sydney, Brisbane and Hong Kong.
- Active member of many industry bodies, including Chairman roles of various committees and boards.

Services offered: Executive Coaching, Group Seminars and Workshops, Negotiations