

Terri



Terri has a rich seam of experience in professional service organisations and large corporates, most recently as member of the Leadership Board and UK Growth Leader of a global HR consulting business. With more than 20 years' experience in mentoring and coaching others, she brings valuable knowledge of coaching frameworks and models, combined with in-depth practical experience of building brands and running and growing businesses – the dilemmas, challenges and the opportunities. Terri has helped entrepreneurs, CEOs and teams go through culture change, M&A, sales and marketing restructures, and growth programmes that elevate results.

With a background in digital sales and marketing, brand and business transformation, Terri's career highlights include: embedding a growth mindset and change programme in a multinational services organisation, with coaches appointed to every large lead, significantly improving the conversion rate; and designing a 'Voice of Client' programme for a partnership firm, delivering greater client profitability and satisfaction levels across all customers.

Terri is a blogger on growth, an independent non-executive director, a mentor for The Cherie Blair Foundation for Women, coaching entrepreneurs of start-ups, and a proud ambassador for Women on Boards. She served a three-year term on the Council of the Confederation of British Industry, and is a passionate activist for improving diversity and inclusion in the workplace.

Specialities

- Prospecting, pitching and winning new business
- Building personal and business brands
- Strategic and business planning
- Entrepreneurial skills and growth mindset
- Developing leadership skills
- Client engagement and relationship management
- Women in business

Coaching Style

Terri enjoys working with clients who are experts in their field, and are responsible for running or growing part of their organisation. Terri works well with people who want to develop their sales and marketing capabilities alongside their specialism. She helps clients create the outcomes they seek by helping identify areas for personal and professional growth or change. Terri brings an enquiring mind, warmth, experience and real examples to all her coaching assignments.

Read on for details of Terri's Training & Qualifications, Interests and Testimonials.

Training and Qualifications

- Member: Association for Coaching
- Inhouse MBA: Cargill PLC
- BA Hons English Literature: The Open University
- Mentoring Programme: The Cherie Blair Foundation
- Inhouse Coach: Hymans Robertson & Mercer Ltd

Interests

Yoga and Pilates
Photography
Travel
Food and cooking

Testimonials

“Terri supported and guided me and is a great sounding board. I am blessed to have her, especially during the Covid 19 pandemic, which is the most challenging year the world has seen. Terri encouraged me to face my fears and speak to people about raising funds. I am sure I would not have been able to raise additional funds from friends and family if not for her.”