



Leonie Griffin

Emotional Intelligence & Sales Performance Specialist

Over the past 23 years Leonie has enjoyed building successful sales teams and working with business leaders to harness the full capability of their people. She has had the privilege of working across a diverse range of exciting industries including Recruitment & Staffing, Engineering, Advertising, Agriculture, Media, Travel, Retail and Software. For the past 4 years, Leonie has been providing coaching and consulting services through her business, The Topline Group. She joined the UBalancer network to bring her expertise in developing sales and leadership capability through coaching.

"In my experience, performance (of businesses and people) is impacted by attitude, aptitude and a willingness to be agile. In this VUCA world we need a different approach to training to drive sustainable high performance. Getting to the heart of our people, understanding what lights the fire in their bellies and knowing how to support them when things are not going as planned are marks of good leadership.

Helping our people to connect better with themselves and others, to understand the impact they have on those around them and to have strategies that help them to achieve...these are marks of GREAT leadership. I look forward to collaborating with you to elevate the performance of you and your team."

Leonie is based in Melbourne.

Testimonials

"Three of my team, including myself, have worked with Leonie in recent months and we have all benefitted from her collaborative, warm, yet direct approach. From the outset, Leonie worked with us to agree upon goals and ensure we worked towards those goals in each session. This was combined with independent work such as reading, self-assessment and workflow adjustments in between sessions.

Over the course of this period I watched Hugh and Simon develop their self-awareness around mood, expression and general demeanour, and understand their personal impact on those around them. They are very different individuals with differing coaching requirements and Leonie worked them as such, identifying possible de-railers and equipping them with strategies to ensure success. Leonie also uses role play as a development tool and this has led to some great customer engagement outcomes.

In my role as Regional Director of the Key Enterprise Accounts – South, I have personally benefitted from Leonie's coaching in various ways, most importantly in my leadership of the team as different individuals with varied and specific needs. Leonie's insights and use of Emotional Intelligence has been really helpful in this space. I highly recommend having Leonie on the team and look forward to working with her again in the future"

Nikki Duerden, Regional Director – Key Enterprise Accounts South

"Leonie has made a huge difference in our business and is quite unique in that she doesn't just come in, do a training session and leave. She actually spends a lot of time one on one with our staff and the transformation in some of them has been amazing. It also helps me figure out who is going to make it and who might not.

The other thing I like about Leonie is she calls a spade a spade, no dancing around issues and telling me what I might want to hear. Time isn't wasted and we can very quickly get to the core of the issue. An excellent investment by our business and someone I can highly recommend"

David Lamb, Head of Sport AON

Qualifications

Bachelor of Arts – Architecture and Sociology
Certified Coach with the International Coach Federation (ICF)
Six Seconds Certified EQ Assessor – Adult and 360
Six Seconds Certified EQ Assessor – Youth
SPiQ (Sales) Certified Assessor

Previous Clients

Australia Post
Heritage Seeds
Paxus
Strategy 1 HR
Millennium Aged Care Consultants
RJ Sanderson & Associates
Workforce Extensions

Areas of Interest/ Expertise

Executive Coaching
Emotional Intelligence
Sales Performance
Impact of environment on performance
Building resilience in children

At the core

"I am too positive to be doubtful; too optimistic to be fearful and way too determined to be defeated."

I approach life with zest and most who know me would say that I am passionate, driven, insightful and that I possess a genuine interest in helping people to be the best they can be.

Why Coaching?

Growth. Collaboration. Courage. Curiosity. Coaching is the most effective vehicle to help salespeople and leaders build the capability and behaviours required to achieve.

LinkedIn

www.linkedin.com/in/leoniegriffin

Website

www.ubalancer.com.au