

**ANDREW TOD****PRINCIPAL CONSULTANT**

Andrew Tod's extensive experience in senior management and consulting roles in corporate strategy, marketing and business development in the resources, energy and infrastructure sectors has provided a powerful platform for his executive coaching and consulting practice. He has worked as a senior executive in Australia and internationally with large and small corporates, resource houses and international market leaders, identifying and securing development opportunities to drive business growth. This includes successfully launching a new product into the international market, acquisitions and equity investments.

Andrew is acutely aware of the critical nature of effective leadership, communication and teamwork in the context of driving business growth and capitalising on opportunity. He shares his experience and lessons on leadership development from his time leading oil and gas exploration teams in outback Australia and the jungles of Central and South America.

Drawing from his experience as General Manager Strategy with Leighton Contractors, General Manager Pre-Contracts with Thiess, and Business Development Director with Mirant Asia Pacific.

Andrew specialises in:

- Strategic Planning
- Leadership Development
- Empowering Teams
- Business Development
- Aligning teams and organisations for growth
- Relationship Management
- Leading with a Growth Mindset
- Negotiation
- Conflict resolution

As a results driven executive, an integral component of Andrew's strategy and business development work has been building systems to measure and track corporate performance in these areas. Andrew's experience has shown that companies who take a longer-term view of performance rather than a short-term financial focus are more likely to experience sustained growth.

Andrew is a creative and strategic executive coach who works with a range of clients in different industries to solve complexity and key challenges through focusing on the bigger picture and establishing priorities. He employs these skills in workshop facilitation to challenge the status quo and explore new areas for development for both the organisation and the individuals.

His strong interpersonal and negotiation skills have been refined over a thirty five year career that has included advising State Government Ministers, Boards and Executive Management on a range of matters including strategy, stakeholder management and conflict resolution.

Andrew has a Bachelor of Science from the Australian National University and an MBA from the University of Queensland.

Away from work Andrew enjoys travel that includes trekking as a way to balance his love of food and wine. One of his favourite ways to relax is cooking and he threatens to get his golf handicap back to respectability in his imaginary spare time.

