

# Jill Maidment

## Executive Coach

## BIOGRAPHY

*"Jill not only spent time refocusing my time management skills, but also introduced a more professional process of selling to potential new clients. Her knowledge, ability, and depth of understanding of issues crucial to business success are second to none. By adopting the practices learned during one-on-one coaching with Jill, I have increased the success of selling my business by 98 percent."*

—Managing director, IT company

### EXECUTIVE COACHING EXPERTISE

Jill Maidment is a veteran executive coach who draws on her own experience as a senior executive to help her clients create real behavioral change in the workplace. Her casual, informal style coupled with her extensive knowledge has made her a highly sought-after and well-respected coach and consultant.

Jill helps leaders at all levels of organizations overcome business challenges and identify areas for development. She also provides them with the tools they need to become more confident leaders, engage their employees, and successfully achieve their business results.



With more than 20 years of experience in senior roles within sales, marketing, account management, training, and consultancy, Jill's expertise includes:

- Individual and group coaching
- Team building and performance management
- Leadership skills development
- Project management
- Strategic planning
- Customer service optimization
- Design and delivery of train-the-trainer workshops
- Training sessions in leadership, motivation, teamwork, customer service, and problem solving

### EXECUTIVE COACHING ACCOMPLISHMENTS

Jill has worked extensively as a coach and trainer for clients in a variety of industries, including automotive, financial, telecommunications, airline, consumer products, hospital, and information technology.

- Jill coached the managing director of a solutions company to address key personal and business issues; her coaching gave him more confidence as a leader, which ultimately led him to launch a new company
- For a major IT company, Jill designed and delivered a competency-based management development training program that included sessions in negotiating and influencing skills, building effective relationships, problem solving and analysis, and communication skills



- Jill developed a management and staff development plan for a business solutions company working within the automotive retail, fleet, and insurance sectors
- Within the financial services sector, Jill has trained and coached sales teams, and designed and delivered stress management, team building, and change management programs
- For a property company, Jill designed a program titled “Managing a Virtual Team”

### **OTHER CAREER ACHIEVEMENTS**

Throughout her career, Jill has succeeded in the communications, airline, consumer products, construction, and consulting industries performing the marketing, design, selling, delivery, and management of innovative business solutions, which have ranged from staff and management training programs to large-scale corporate communications projects.

As a marketing director for a consumer products company, Jill managed the design and production of all promotional and training material for distributor incentive programs, including 7 major national and international conferences that attracted record numbers of attendees. She also successfully managed the launch of a new website, 2 branded credit cards, and 9 new catalogs that significantly increased revenue in the midst of a marketing budget cut.

Jill served as business development director for an international consulting company where she was responsible for sales, marketing, PR, account development, and program design. She also assisted with training and coaching programs and implemented effective new forecasting processes.

Jill is the founder and director of Natural Talent, a Bristol, England-based international consulting firm specializing in behavioral change programs, performance coaching, management development, and performance assessments.

### **BACKGROUND AND TRAINING**

Jill holds a B.A. Joint Honors degree in French and German, with minors in Marketing and Management. She also holds a diploma in coaching and is a fellow of the Institute of Sales and Marketing Management.

Jill has been trained by Saville and Holdsworth, Ltd., in Occupational Personality Profiling and Testing, Job Analysis and Competency Design, Assessment and Development Strategy, Management Development, 360 Feedback, Coaching, and Competency-Based Interviewing Skills.

