



**Jeremy Perks** LLB ACA

Performance Outcomes

Examples of performance outcomes Jeremy has achieved through his work directly and by coaching management teams in organisations:

Industry & Project	Achievements	Results
Transport & Logistics Culture Transformation	<ul style="list-style-type: none"> <li>Defined Mission Vision Values for Greater China Organisation</li> <li>Embedded into organization through workshops and senior team coaching</li> </ul>	<ul style="list-style-type: none"> <li>Mission Vision and Values remain at core of the business 10 years later</li> <li>Many elements incorporated into Global Mission Vision Values</li> </ul>
Manufacturing (EMS) Strategy Focused Organization	<ul style="list-style-type: none"> <li>Developed 'Strategy Focused Organisation'</li> <li>Mission, Vision, Strategy, Key Strategic Objectives, Measures, Targets, Initiatives</li> </ul>	<ul style="list-style-type: none"> <li>Business transformed from loss making to profitable, then doubled each of following 3 years</li> <li>SFO process incorporated into Global organisation</li> </ul>
FMCG Alignment, Behaviour Change	<ul style="list-style-type: none"> <li>Developed framework, process and systems for onboarding of 2000 staff for Olympics Projects</li> <li>Defined and measured behaviours, training of core team, Train The Trainer for mass team.</li> </ul>	<ul style="list-style-type: none"> <li>Most successful sponsorship in company history</li> <li>Contributed 20% growth to China business</li> </ul>
Pharmaceuticals Management Team Development	<ul style="list-style-type: none"> <li>6 monthly diagnosis of team performance and priority areas for development</li> <li>6 monthly team development interventions, and coaching of key team members</li> </ul>	<ul style="list-style-type: none"> <li>Measurable improved team performance</li> <li>Business rose from No. 5 to No. 1 in the market over 2 year period.</li> </ul>
Beverages Management & Leadership Development Program	<ul style="list-style-type: none"> <li>Designed and directed a 3-year global management &amp; leadership development program</li> <li>Competency model, training design and delivery, coaching</li> </ul>	<ul style="list-style-type: none"> <li>Successful roll out into 8 factories and 1000 participants</li> <li>MLDP program rolled out into other group organizations</li> </ul>

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Manufacturing (EMS) Post-Merger Integration	<ul style="list-style-type: none"><li>• Mapped current cultures and desired future culture</li><li>• Designed and delivered culture development programs &amp; initiatives</li></ul>	<ul style="list-style-type: none"><li>• Businesses smoothly integrated</li><li>• Synergies from merger realised, and business growth continued in following years.</li></ul>
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