



PROFILE

BRETT GAJDA

EXECUTIVE SUMMARY

Brett Gajda has fifteen years of experience as a consultant, business coach, facilitator, and speaker. Prior to 2003, Brett was the SVP of Sales & Business Development for a Research Publishing firm in San Francisco. In that role for ten years, he recruited and coached a global sales team, and built long-term relationships with leading consultants and solution providers (including Accenture, IBM Global Business Services, SAP, and Microsoft.)

Today, Brett combines his business and life experience, with a powerful understanding of human psychology and business philosophy, to help high-powered individuals and organisations to cultivate 'landscapes' in their lives and businesses. These landscapes align beliefs and values with vision; and incorporate mindset, skillset, and support into a process of creating happiness and high-performance results.

AREAS OF SPECIALTY

Strategic Cultural Alignment – Culture may be one of the most overused and misunderstood phrases in business today. Its effectiveness is a measure of the alignment between the cultures of organisations executives, it's employees and its customers. Brett engages with individuals and organisations to gain clarity around their values, wants, and goals; to align the personal with the professional.

Leadership Development – Leadership is measured in how we show up day to day, consistently. Studies show strong indicators of success are emotional intelligence (self-awareness, self-control, social awareness, and relationship management), and one's ability to engage and inspire others. The core of Brett's work focuses on increasing self-awareness and control to expand understanding and empathy, build relationships and connection to improve performance.

Pitch Coaching – Just getting the opportunity to pitch can be tough but winning the account can feel like conquering Everest. Brett works with teams to help develop an authentic presentation by combining the powers of storytelling, behavioural change and best practices.

CLIENTS & PROJECTS

Brett has helped design and deliver several global management rollouts, as well as been involved in regional corporate initiatives. Clients include:

- Mastercard
- Deloitte
- eBay
- Bloomberg
- Blackrock
- Microsoft
- Barclays Capital
- BAML
- Heidelberg Cement
- Willis Towers Watson

QUALIFICATIONS

- Kirkpatrick Certified Professional
- BFA Honours in Theatre at York University, 1990 – 1995
- Native language is English
- Years of management experience: 18+



STRATEGIC LEADERSHIP

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