



# Brendan Zauner

## Partner and Executive Coach

In addition to the day to day running of W Coaching Group, Brendan is an Executive MBA qualified, senior executive who has had a successful 25-year management career at the local and international level in a Global Blue-Chip Company. He has extensive experience with a focus on driving sustainable revenue growth and profitability in highly competitive and rapidly transforming businesses. As a Senior Vice President he has proven ability to form strong positive long-term relationships with both clients and key stakeholders.

Brendan was successful in growing established markets and opening and developing emerging markets within the APAC, South Asia & SEA region driving complex negotiations on multi-million dollar contracts.

Brendan's skills include coaching senior executives and executives, influencing, customer relationship development, complex negotiations, business planning, strategy, up-skilling individuals and general management. He has strong skills in communication, with the ability to coach, motivate and build high performing individuals and teams. He uses his extensive experience to develop managers and leaders at all levels.

### EXPERTISE / SPECIALISATION

- Executive Coaching
- Leadership Development
- International Business Management
- Business planning & forecasting
- Deal negotiation
- Budget compilation & monitoring
- Cultural sensitivity
- Emotionally Intelligent Leadership
- Psychometric Testing

### BUSINESS EXPERIENCE

- SVP Asia Twentieth Century Fox International 2003-2019
- Director Twentieth Century Fox Home Entertainment 1994-2003
- Company Director 2008 – 2023
- Chairman Starlight Foundation Entertainment Industry Fundraising Committee
- Multi Franchise Owner 2008-2023
- Primary Producer 2019-2023

### COACHING EXPERIENCE

- \* Developed a detailed on-boarding program for new hires to ensure longer retention and higher motivation which was subsequently adopted globally for all new hires
- \* Extensive experience in coaching staff through change management process
- \* Managed and led a high performing team through a change management process to adopt to new technology within the media industry
- \* Executive coaching at the C-Suite level in Infrastructure and Construction
- \* Executive coaching with CEO, GM HR and GM Legal in the Automotive industry
- \* Conceived and implemented organizational Cultural Awareness and tailored 360 Degree feedback programs within Australian subsidiary of Global Automotive Company
- \* Coached emerging leaders in Silicon Valley Pharmaceutical
- \* Coached Head of Engineering in Adobe San Francisco in team dynamics, driving accountability and solving relationship issues
- \* Coached Director and shareholder in Sydney based architectural firm
- \* Coached Country Manager to a promotion in Silicon Valley start-up
- \* Formal Strategic Business Planning Workshops with Executive Teams to align, drive change and capture growth opportunities.
- \* Successfully Coached Senior Executive in Global Not for Profit.
- \* Developed Strategic Business Plan with MD and Executive Team in the largest privately owned hire business in Australia which helped the Company double its size in revenue and profitability in three years.
- \* Coached Senior Executive to promotion in North Carolina in Global Medical Technology company
- \* Successful coaching in NSW Public Service Commission

### EDUCATION / BUSINESS COACHING

- Bachelor of Science – University of Canberra 1988
- Associate Diploma of Law – Barristers and Solicitors Admission Board- 1996
- Executive MBA General Management University of Technology Sydney – 2010
- Executive Coaching – University of Berkeley California Executive Coaching Institute – 2019
- Certified Genos Emotional Intelligence International Practitioner



COACHING GROUP