

Geoff Coates

Executive Coach



Geoff is a highly qualified and experienced Chair, Director, CEO and senior executive who has had a successful 40-year career in Australia and Asia with Commonwealth Bank (CBA). He has extensive experience with a focus on establishing and growing new businesses, driving sustainable culture change and developing high-calibre executives in competitive and rapidly transforming markets.

Following his retirement from CBA in 2016, Geoff has provided advisory services to startups and SME's together with mentoring high performing executives. During this period Geoff spent 5 years as a Certified Chair with the Advisory Board Centre.

Geoff's skills include leading, coaching and developing senior executives and executives, stakeholder relationship development, strategic and business planning, Governance and general management. He has excellent skills in communication and the development of high performing executives and teams.

COACHING EXPERIENCE

- * Extensive experience in coaching staff through change and project management
- * Coached and led a high performing team through a change management process to meet Regulatory requirements in Indonesia
- * Effective Leadership Facilitator, CBA
- * Mentor, High Performing/High Potential Female Executive program, CBA
- * Extensive cross functional coaching and training in product and distribution initiatives,
- * Coached Directors in Business Growth Options in NSW based Security business
- * Coached Director and shareholder in NSW based agricultural firm

EXPERTISE / SPECIALISATION

- Executive Coaching and Mentoring
- Management
- Leadership Development
- Strategic and Business planning
- Developing high performing executives and teams
- International business development and leadership
- Stakeholder management
- Cultural sensitivity and diversity
- Emotionally Intelligent Leadership

BUSINESS EXPERIENCE

- Business advisory and mentoring, Self Employed 2016-present
- Certified Chair, Advisory Board Centre 2018-2023
- Executive General Manager, International Financial Services, CBA 2007-2016
- Country Head, CEO, Executive Chair, Commonwealth Bank Indonesia 2002-2006
- Head of Service Quality, Customer Service Division, CBA 2000-2002
- Senior Executive Business Planning, Office of CEO, CBA 1998-2000
- Senior Leadership and executive management roles in Wealth Management, CBA 1990 – 1998
- Frontline and management roles in Corporate, Business and Retail Banking, Audit and Compliance and branch banking, CBA 1975-1989

EDUCATION

- Master of Business Administration – University of Technology, Sydney 1996
- Post Graduate Certificate in Finance – University of Technology, Sydney 1992
- Diploma of Financial Planning – Deakin University 1990
- Graduate, Australian Institute of Company Directors 2014
- Certified Chair, Advisory Board Centre 2018



COACHING GROUP