

Terence Kwan

Executive Coach



Terence has a diverse professional background, with an undergraduate degree in Medicine from the University of Sydney, followed by an MBA from AGSM. He has subsequently enjoyed a 25-year career in financial services. He spent the majority of that time working within a global investment bank as one of the key principals of a complex international lending business where he was the Global Head of Risk and Due Diligence. As a Managing Director, he played a key role in establishing and maintaining strong client relationships and he was pivotal in building internal understanding and risk appetite (including frequent discussions with CEO and Board) for the exotic lending that his business transacted. Typical transactions were in excess of USD 100 million.

Terence is passionate about the not-for-profit sector and is a Non-Executive Director on the Boards of Women's Community Shelters and Sydney Philharmonia Choirs.

Terence combines strong empathy and presence with experience in coaching senior executives. His skills include strategy and planning, risk management, gaining Board-level insight, negotiations, and sensitivity to corporate culture. He takes great pleasure in helping leaders access their authenticity and ability to inspire others.

COACHING EXPERIENCE

- Coached the Global Head of Institutional Distribution at a financial services firm
- Coached the Chair of a significant not-for-profit Board
- Coached a Senior Portfolio Manager at a large superannuation fund
- Coached an Executive Producer at a national broadcaster
- Coached a human resources business partner at a global investment bank
- Coached a District Manager NSW State Government
- Coached the founder of a provider of ongoing health professional education
- Coached the founder of an in-person and online education provider
- Coached a senior university academic and lecturer

EXPERTISE / SPECIALISATION

- Executive coaching
- Risk management strategy
- Leadership development
- Managing international businesses
- Strategic planning
- Commercial negotiation
- Sensitivity to corporate culture

BUSINESS EXPERIENCE

- Managing Director Macquarie Group – 2004-2021
- Partner Fidelis Advisors – 2021-current
- Director – Women's Community Shelters – 2020-current
- Director – Sydney Philharmonia Choirs – 2023-current
- Founder Garage Roasters – 2015-current

EDUCATION / BUSINESS COACHING

- Bachelor of Medicine and Surgery (Hons) – University of Sydney - 1995
- MBA – Australian Graduate School of Management - 1999
- Graduate Australian Institute of Company Directors - 2024
- Certified Organisational Coach – IECL - 2024



COACHING GROUP