

Dennis Heath

Dennis Heath is a qualified Executive Coach, accredited by the International Coach Federation, helping managers become leaders and helping leaders and their businesses reach peak performance.

His background includes thirty years in sales and management positions with multinational telecoms manufacturers in the Middle East, Europe, Africa and Asia Pacific. During his distinguished sales career, as well as leading successful sales teams, he has managed many complex, multi-national accounts with responsibility for negotiating global, multi-million dollar contracts across thirty-five countries. Dennis is certified in the administration and application of MRG's, "Leadership Effectiveness Analysis" and "Strategic Leadership Development" instruments and other sophisticated assessment tools including Myers Briggs Type Indicator (MBTI). He uses these in combination with his extensive multi-cultural business experience and proven coaching techniques to take his clients on a journey to peak performance.

His clients often refer to his calm aura combined with laser-like questions that help them come up with new ideas and approaches to business issues. One of his senior management clients from a well known financial institution said, "I highly recommend working with Executive Coach, Dennis Heath as an effective way of learning how to master people skills for attaining leadership success and ensuring team success. Dennis had an amazing ability to dig further and deeper with issues in order to get to the core or driver of the issue or problem we were addressing. He also has a non-threatening, non-judgemental style, which makes the client feel safe and comfortable when discussing difficult topics."

Never afraid to use humour in his coaching conversation, his easy and relaxed style belies a tough determination to push clients out of their comfort zones towards more effective leadership behaviours. He demands focus and action to ensure clients achieve their personal and corporate goals.

British and a Singapore Permanent Resident, Dennis was Educated in the UK. He is a member of the Singapore Institute of Directors, Singapore Institute of Management and holds a Professional Diploma in

Training and Development. He is registered with the British Psychological Society as a qualified practitioner in Occupational Testing and is an NLP Master Practitioner. His articles on career management and leadership development have been published in the Straits Times, Business Times, SIM's "Today's Manager" magazine, Human Resource and HRM magazines. He has also appeared on CNBC TV's "Business Centre" programme and 93.8FM Live radio as an expert guest.

He brings his practical experience as a front line manager and business coach to clients in Singapore and the S. E. Asia region, consulting with employers and assisting executives to achieve their business and career goals. His clients include senior managers from global companies such as Citibank, Barclays Capital, Discovery Channel, SAP, Nokia, Oracle, Macquarie REITS, Datacraft, Bank of America, Shell and Transocean.



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Qualifications and Memberships

International Coach Federation ACC accredited
Corporate CoachU graduate
Certified Meta Coach
NLP Master Practitioner
Professional Diploma in Training and Development (Singapore)
Diplomas in Telecommunications Engineering (UK)
Diploma in Business Studies (UK)
Licensed MBTI practitioner
Licensed user of Management Research Group's leadership assessment tools
Licensed user of Apollo work preferences assessment
Licensed user Hogan HPI, HDS and MVPI assessments
Registered Occupational Assessment practitioner, British Psychological Society
1st Dan, Shotokan Karate
Member International Society of Neuro-Semantics
Member Singapore Institute of Directors



Career History

Managing Director & Executive Coach, WayAhead Leadership Solutions Pte Ltd, (Singapore)
Director Business Development & Executive Coaching, DBM Career Management, (Singapore)
Director Business Development - Asia Pacific, Digiquant (Singapore)
Strategic Account Director, Europe/Middle East, Newbridge Networks PLC (UK)
BT Account Director, Ascom Timeplex Ltd (UK)
General Manager, Datacoms Division, Al-Mehaisen Electronics (Riyadh)
Resident Sales Manager, Pye Telecommunications Ltd (Riyadh)
Area Sales Manager, East/West Africa, Pye Telecommunications Ltd (UK)
Senior Sales Executive, Arabian Gulf, Pye Telecommunications Ltd (UK)

Areas of Expertise

Executive Coaching (VP to CEO level)
Coaching hi-potentials in transition to senior management
Leadership effectiveness assessment
Myers Briggs assessment and feedback
360 assessment and feedback
Research and publishing coaching/leadership articles
International business in the technology industry