

About 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 in the Middle East, Europe, Africa and Asia Pacific with multinational telecoms manufacturers. 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 investment banking clients said, "Dennis has been patient, supportive, adaptive, insightful and on many occasions brought balance to what ever temperament I may have applied in my work challenges and career choices. Dennis has made a major difference to my approach to many situations. I have seen the coaching Dennis has given me come out in my professional and personal life. Dennis Heath is an excellent coach and mentor". 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 Fellow of the Institute of Sales and Marketing Management (UK), 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. 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 New Zealand Milk, Barclays Capital, Discovery Channel, Nokia, Bank of America and ChevronTexaco.

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Qualifications and Memberships

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

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
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

