



Richard Lowe

Managing Director

Biography

A senior leadership training professional with over twenty-five years' experience in the field of training and development, particularly in leadership, management and sales development.

Richard was the former Head of L&D for Unum, responsible for executive, management and talent development. He has practical leadership and management experience from front line management, senior management and company Director roles. He has delivered numerous training, eLearning, coaching and blended learning projects for both national and international brands. Richard is qualified in training, management and consultancy through the Chartered Institute of Personnel and Development and is an NLP Master Practitioner.



Based in:

Bristol, UK & Hong Kong

Languages:

English

Core expertise:

Leadership Facilitation,
Management,
Sales Training & Coaching



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Core capabilities:

1. Seasoned leadership and team facilitator with years of delivery experience working at executive and senior management levels.

'I thoroughly enjoy facilitating senior and middle management team planning and development away-days, because they are an effective and fun way to strengthen team working and to get everyone re-focussed and re-energised. I have years of experience facilitating away-days that make a lasting impact on team and organisational results, for both small and large teams. I have a breadth of experience from leading organisational training strategy to global programme management within the Financial Services for c.1,000+ management development delegates, to facilitating smaller strategic planning sessions for teams of Directors within professional services sector. I always research the context of each project to enable tailored facilitation and training to align with the business needs of every organisation.'

2. Competent leadership and management trainer who has worked with leaders and managers across multiple sectors to transform team and personal impact, using face to face and online training and coaching methodologies.

'I'm passionate about delivering management training programmes that deliver tangible return on investment. I first evaluate management training needs to pin-point management training that will make a measurable difference on performance and then work with clients to design and delivery inhouse management development programmes that equip managers with the skills that they need to thrive and succeed. For me, this is hugely rewarding work.'

3. Commercially focussed training professional who can tailor sales development programmes to make a measurable improvement in sales capabilities and results.

'I tailor design in-house sales and business development training to ensure sales and fee earners are properly trained. As a former sales leader, I relish working with clients to deliver their in-house programmes to emulate their brand values to meet team and organisational sales and business development goals.'

Having spent over twenty-five years of his career cultivating expertise in the field of professional training, Richard has passed Certificate in Training Practice and Advanced Diploma in Managing Training Operations & Organisational Consultancy. He is also an NLP Master Practitioner and in the last year has become a qualified Mental Health First Aid Training Instructor.

In his career, Richard has achieved a number of awards for both sales and management, as well as for his support for local charity work.

Richard volunteers a proportion of his time as the Founder of www.techwestenglandadvocates.co.uk and Director of ChinaBureau.co.uk supporting UK/China trade development. He is also a fundraiser for the Mind charity. In his spare time, Richard is a keen swimmer, interested in current affairs, politics and is always planning his next travel adventure. One of Richard's hidden talents is that he has performed as a semi-professional wedding and gospel choir singer.