



LIW | Leadership, not just leaders

Greg Horne

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Greg's perspective and contribution is shaped by his blend of client, client service and consulting experience with blue-chip product and service businesses including Fortune 500 companies. He has worked with management teams from more than 80 markets across all geographies, leading major process development, strategic planning and alignment and cross-functional collaboration. In senior international marketing, sales and client service roles with GlaxoSmithKline, Reckitt Benckiser, Ecolab, Kimberly-Clark and LINTAS Advertising Greg coached cross-functional and cross-cultural teams, and mentored high-potential executives.

He transitioned from being client-based to consultancy in 2003, initially focused on Marketing and Sales assignments across a broad spectrum of sectors including consumer products & services, healthcare and financial services. Over the past decade this focus evolved as Greg found his metier in leadership capability development and team performance. His consultancy, facilitation and coaching work has encompassed healthcare, technology, telecoms, financial services and research / innovation. His passion is working with leaders and teams on direction setting and alignment, facilitating them to create the conditions for their horizontal and vertical success, challenging them to improve the working dynamics of their team to enable high performance. His background in leadership inside large and often complex organizations makes him particularly empathetic and successful in account management and business development.

Greg's work with senior leadership teams, technical leaders (often ICs), functional team leaders (across multiple functions – commercial and non-commercial), high potential managers encompasses 'in-person' as well as virtual design & delivery, characterized by a strong commitment to the application of learning for business impact.

Greg regards himself as a true 'citizen of the world': he is Australian by birth, lived in London for twenty years, and since 2016 resides in California.

Mini Bio

- Worked 'on the ground' in more than 40 markets across all geographies, developing 5,000+ leaders, managers, individuals and teams across multiple functions
- Coaching & mentoring beyond commercial organizations, into NFPs with extensive volunteering in support of organizations serving the homeless, the hungry, and providing education

Qualifications

- University of Sydney, Bachelor of Economics 1979
- Human Synergistics LSI (Life Style Inventory) accredited
- Squadify Pro certified