

SimonHaigh.

GCM GROWTH GROUP



Grow your Organisation, Grow your People

"We unlock human & organisational potential to optimise your growth journey"



The Growth Strategist Driving Business, Leadership, Brand & Personal Growth

"I help you to achieve personal & professional success through aligning potential with opportunity"



Would you like the formula to help your organisation achieve its purpose & for you to achieve your potential? We have a proven strategy & assessment tool to help you.

We help organisations to achieve their aligned purpose and leaders & entrepreneurs to fulfil their authentic potential

simon@simonhaigh.com

www.simonhaigh.com

Simon Haigh

Simon Haigh, MBA, BA (Hons) Law is a highly acclaimed (over 100+ testimonials) business, leadership, brand & personal growth strategist & transformational thought leader. He is a globally acknowledged expert in negotiation & dealmaking, a certified leadership, executive & life coach, mentor, consultant, advisor, CPD Accredited trainer, facilitator, certified mediator, adjunct lecturer, keynote speaker, media host, board/business advisor, lawyer & 5 star Amazon author.



#4 Sales, #9 Entrepreneurship, #10 Legal & IP, #13 Health & Wellness, #33 Mental Health, #37 Management, #47 Emerging Technology

peopleHum
Top 200 Influential Thought Leader

LeadersHum
#42 Biggest Voice in Leadership

Brainz
Top 500 Influential Thought Leader

Global Guru's
#6 Negotiation Thought Leader

Thinkers50
Contributor

Simon is also a tri-qualified former corporate lawyer, investor/entrepreneur - having built & sold out of technology, luxury items & travel companies, including Haigh & Hastings watches. He has also been a C-suite multinational executive (NANA Development Corporation, Dell EMC, BHP, Xilinx Inc., Eneabba Gas) across four continents over 30 years.

Simon has also been a non-executive director for numerous organisations around the world (business, homeless, education & media not-for-profits), having invested in technology and luxury goods companies, including Haigh & Hastings watches, Izabela Felinski, ENSO Initiatives, STEERus and others. He is also co-founder and partner of Inclusion in Leadership & Business Eye Advisory, a collaborative trainer for Grant Thornton and Inclusio; and Member of ChairX:



Simon has been featured on various global media outlets such as the BBC in the UK, Australia's ABC television, Ireland's Newstalk Radio, Dublin City FM & numerous global radio & podcast channels.

Simon's work & two of his books (How to be a Better Dealcloser & Dealmaking for Corporate Growth) are endorsed by world no. 1 leadership thinker, Marshall Goldsmith. He is also an associate member of the Marshall Goldsmith Stakeholder Centered Coaching Organisation.

1500+

Client
Coachees

100+

Client
Testimonials

65+

Client
Organisations

50+

Media
Appearances

18+

Books &
Publications

19+

Keynote
Speeches

Client Testimonials

Don't take our word for recommendations, find out more from some of the thought leaders & clients we have worked, & collaborated, with:



Professor M.S. Rao
#1 Top Global Thought Leader & Influencer on Entrepreneurship - India

"Simon is a multi-faceted personality with interests in areas include dealmaking, confidence, strategy, cultures, collaboration, and innovation"



Marshall Goldsmith
World no. 1 Leadership Thinker - US

"Simon gives us a rich & thoroughly comprehensible framework for closing deals in business"



Dave Ulrich
"The Father of Modern HR" - US

"Simon does outstanding work in creating & sharing ideas with impact"



Sally Helgesen
"Premier Expert on Women's Leadership" - US

"Stellar leadership"



Russell Byrne
Education Consortium, Kuwait

"One comes to realise very quickly the unlimited potential of creativity & entrepreneurial fire that exists within Simon."



Dr. Susie Mitchell PHD
High Performance Strategist UK

"Simon has a huge wealth of experience. His expertise of business & leadership skills is powerful."



Mike Stevenson
Global Motivational Speaker & Entrepreneur - UK

"Simon is a man of considerable intellect & influence. The world needs people like Simon at times like these."



Adam Weatherley
Head of Learning & Development - ISME, Ireland

"It's great working with you Simon. The Embracing Change Programme just gets better & better each week."

Some organisations we have consulted, coached, advised, trained & facilitated across North America, Europe, Australia & Asia - including corporates (start-ups to multinationals), business schools, higher education, professional membership organizations, Governments, leaders, entrepreneurs & consultants:

Companies



Educational & Professional Organisations



VP - Ireland

"I have taken a lot away from the course. I would absolutely recommend it."

Business Development & Innovation Manager

"I would particularly recommend this program to anyone. The course provides great tools to create a framework to maximise deal execution."

Deputy CEO & CCO "The feedback I had from Sales was very positive."

CEO "That was an excellent session with our staff."

Careers & Employability Advisor, Dublin

"The last 11 weeks have been very inspirational."

Core Growth Credentials

MINDSET GROWTH



Accredited Member
(Neuroscience Professional)

LEADERSHIP GROWTH



Marshall Goldsmith Stakeholder Centered
Certified Coach & Associate; Certified
Mediator; CPD Accredited Trainer

BUSINESS GROWTH



MBA Curtin University;
Six Sigma Business Process Improvement;
AIM Project Management Professional;
AICD Qualified Director; Tri-qualified Lawyer

BRAND GROWTH

Brand Finance®

Non-Executive Advisor

Simon Haigh - Accreditations/Qualifications



2022
Accredited
Neuroscience Professional



2007
MBA - Curtin University, Australia



2021
Science Of Wellbeing
Program



2003
Qualified Yellow & Green
Lean Six Sigma



2012
Advanced Certified
Project Manager



1996
CEDR Certified Mediator



2012
Qualified Graduate
International Director and Fellow



1992-2011 Qualified Lawyer
England & Wales, Ireland, New South Wales
& Western Australia;
BA (Hons) Law - Durham University

Our Services & Associated Products

Utilising our wealth of experience, we can start with an orientation workshop including, a call to action, leading to either:



A full suite of leadership and/or organizational growth services & products



Group Coaching



One-on-one coaching plus 360 & other feedback

Training & Coaching Program Benefits

- Receive a **clear action plan** of the next steps that you can begin immediately to become an accomplished leader/entrepreneur & develop your career/business
- Gain a much **better awareness & actions** that you can activate immediately
- Receive **practical, real-life examples** to illustrate each concept & help to uncover examples of this within your own experience so you can **become consciously more confident & growth-oriented**
- Transfer these gains to your team in **leading the growth of your business**

Coaching & Mentoring

online and face-to-face

Simon is a professional leadership & personal development (mindset, mindfulness, well-being, goal-setting, life skills, resilience & more) coach & mentor. He is also a Certified Marshall Goldsmith Stakeholder Centered coach, associate member of the Marshall Goldsmith Organisation, providing 6-12 month (or tailored shorter) individual or team leadership coaching. Simon is also a CEDR trained dispute resolution mediator & assists organisations to find a way through with a pragmatic, commercial, solutions orientated approach.

DO YOU NEED HELP WITH YOUR BUSINESS, LEADERSHIP, BRAND OR PERSONAL GROWTH?

We provide transformational leadership & personal development coaching & mentoring to clients who are coachable, ready for change and totally committed to the process. We tailor our coaching & mentoring to suit your individual needs. We can help with building confidence, change management, communication effectiveness, resilience, business scaling & much more.



[Click here to find out about our Coaching & Mentoring processes](#)



[Click here to find out about our new Irish Mastermind program with US based confidence coach Scott Ballard](#)

GCM Growth Group Consulting & Advisory

DO YOU OR YOUR ORGANISATION NEED TO GAIN A COMPETITIVE ADVANTAGE?



Business Growth

Transactional, corporate affairs, strategic including private equity funding, start-up, early-stage & exit strategy, operational excellence, program management, change/transformation management & business process improvement. Also, business development, negotiation, sales & deal-closing programs & we provide Company Case Study Services. We are also a trained dispute resolution mediator company & assist organisations to find a way through with a pragmatic, commercial, solutions orientated approach.



Leadership Growth

Coaching & mentoring training programs & workshops, including Marshall Goldsmith Stakeholder Centered Coaching.



Brand Growth

Business performance, strategy & valuation. We are also non-executive advisor to Brand Finance in Ireland.



Personal Growth

Mindset, mindfulness, well-being, goal-setting, life skills, resilience & more.

Training Programs, Facilitation & Workshops



**DO YOU WANT TO RECEIVE WORLD-CLASS
OPEN OR IN-HOUSE TRAINING?**

We maximise return on investment & lasting value

To ensure you receive maximum return on investment & lasting value from our programs & workshops, contact us & we will explore your needs. We are also happy to discuss licensing our programs & workshops to enable your internal trainers deliver them. We provide 'blended learning', combining in-house programs & workshops which are adapted for your particular needs, with online videos & course components

Simon Haigh is a highly acclaimed CPD Accredited trainer, experienced facilitator & adjunct lecturer & runs numerous programs, workshops and events globally including at Business Schools in higher education (including negotiation, deals, sales, leadership, driving business growth & leadership programs); plus providing training programs, workshops & events to corporates, Government & professional membership organisations



All programs are deliverable in 1 hour online, ½ or 1-day interactive sessions with workbooks, breakouts & polls. Also available in 2-3-day executive education formats & other customised formats as required including across full semesters.

See our [full list of Programs](#) for more information.

[Contact us](#) for more details & pricing options.

Also all our training programs can now be seen at our new [Trainedin Learning Management System](#).

The Haigh Institute

Online Business, Leadership, Brand & Personal Growth
Thought-leadership & Associated Products

E-Learning Online Courses



BUILDING GROWTH MINDSET
Optimise Your Growth Journey



A powerful new international high impact program with 1:1 coaching or consulting after the program. Delivered online over 4 x Half Day sessions.



TOOLS TO ENABLE GROWTH
Based upon our 7P methodology

Developed upon 30 years of practical experience. Its methodology is structured in an easy-to-follow, interactive way that is appropriate to all levels of expertise and requirements.



MASTERING ASSERTIVENESS POWERFUL COMMUNICATION

Navigating relationships and communication protocols to thrive in business and life.



WHO DO YOU WANT TO BE? In association with TrainedIn

In this uncertain, fast-moving world, it is so important to match your confidence with your capability to give yourself the best chance to reach your deserved potential.



WHO DO YOU WANT TO BE? In association with STEERus

In this uncertain, fast-moving world, it is so important to match your confidence with your capability to give yourself the best chance to reach your deserved potential.



Online Training Capsules In association with STEERus

Developing leaders & talent to be more motivated, skilled, productive, effective, and engaged.



7 Steps to Successful Growth

Helping you become the person you want to be by increasing your personal confidence, business & deal-closing capabilities, brand and leadership presence.



HIRING MANUAL

For a Cohesive & Inclusive Growth Culture program.

Also all our training programs can now be seen at our new **Trainedin Learning Management System**.
Live & Recorded Webinars Events & Masterclasses (free & subscription including via Eventbrite) including
www.RoadmapYourPotential.com

Published Books

How to be a Better Deal-closer

In "How to Be a Better Deal-closer", Simon Haigh builds on his recent book "Deal-making for Corporate Growth" and gives us a rich and thoroughly comprehensible framework for closing deals in business. It's a step-by-step guide to successful deal-closing for, as Simon says, "anyone who needs to make a deal."

Foreword by #1 Leadership Thinker, Exec Coach, NYT Bestselling Author **Dr. Marshall Goldsmith**



Dealmaking for Corporate Growth

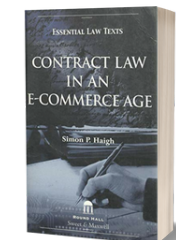
Different cultures and nationalities use different methods, processes and communication styles in dealmaking, but from the beginning of time humans have been striking deals to facilitate family, trade, community and national best interests.

Foreword by **Dr. Marshall Goldsmith**, the international best-selling author of "What Got You Here Won't Get You There" and "Triggers"



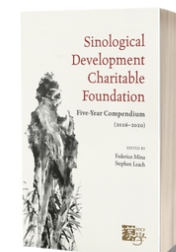
Contract Law in an E-commerce Age

An explanation of the core issues of Irish contract law in a concise and accurate way that is accessible and comprehensible to those with little or no previous training in law, and for those in business or otherwise who require a working overview of the subject.



Sinological Development Charitable Foundation

Over the last five years (2016–2020), candidates representing nations from Africa, the Americas, Europe, the Middle East, Russia, and other parts of Asia have embraced the SDCF program and its goals. This compendium is published to mark the milestone of five comprehensive programs completed successfully.



Disrupt for Growth

This eBook has been developed to support organisations interested in better understanding what a disruptive leader is as well as serve as a guide for those organisations as they begin to identify, recruit, onboard and develop current and future leaders with disruptive leadership capabilities.

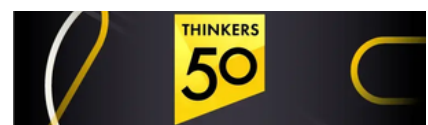


Published Articles

On various aspects of business, leadership, strategy, negotiation, deal-making, well-being, technology, collaboration, innovation, culture & diversity:



Executive Contributing Writer



Radio



Co-host of **The Business Eye Show** at Dublin South 93.9 FM
 Apple Podcasts Top#30 show & CRAOL Ireland 2019 Achievement Award recipient



Simon also ran the **Twelve Wonderful Words** show on former UK based Serenity Radio

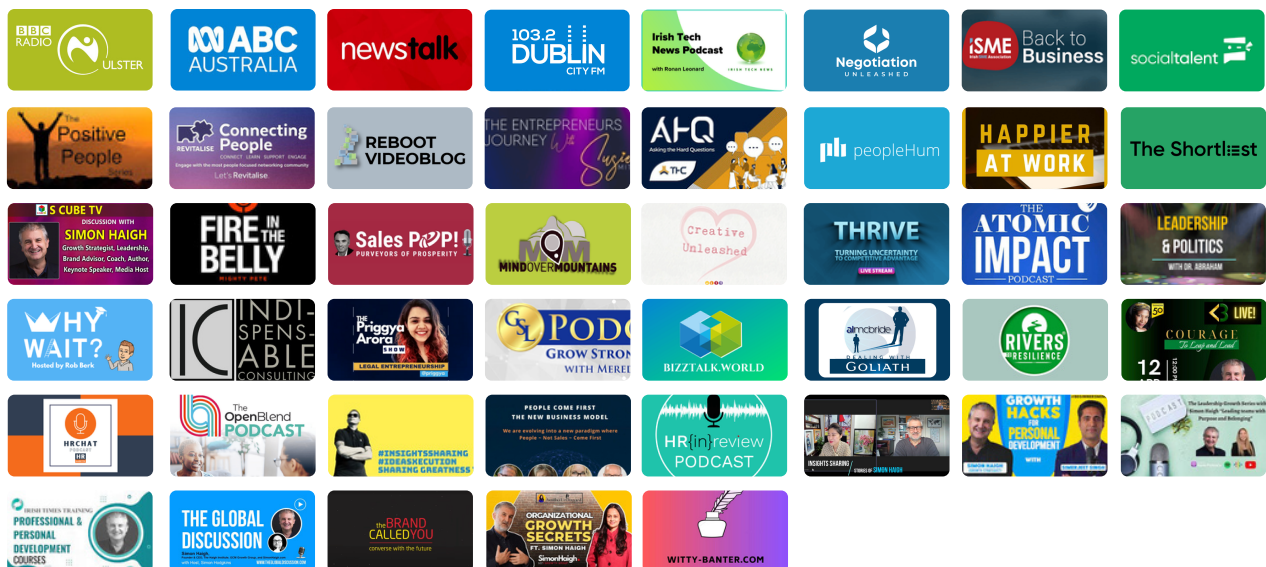
Podcasts

Interesting conversations with some of the world's leading thought leaders. Available on Apple Podcasts, Spotify (with 166% growth in followers in 2021 and 25% growth in 2022), Youtube, Google & more.



Media Interviews/Guest Appearances

Regular guest on dozens of international podcasts from North America, Europe, Asia and Australasia



Keynote Speaking

Simon is an inspiring & authentic keynote speaker and is known for his engaging and insightful talks. In addition to telling his own story of resilience & transformation, he will inspire through storytelling his unique business experiences & observations over 30 years. Sample keynotes/personalised talks that Simon gives include on business, leadership, branding, strategy, negotiation, dealmaking, well-being, collaboration, culture & diversity & more.

CONTACT US to book Simon as your keynote or motivational speaker.

2023 Events



Speaker
HR World
Growth Mindset
Certification Program



Panelist/Keynote
Irish Water
National Conference
Dublin, Ireland



Keynote Speaker
HR World
Dublin, Ireland



Closing Speaker
HSE Conference
"Mindset Matters"
Dublin, Ireland

Previous examples:



2022 | Speaker
21st Century Leadership
Milan, Italy



2022 | Speaker
Fermanagh & Omagh
District Council



2022 | Speaker
NCSE Get Together
Ireland



2022 | Keynote
DisruptHR
London, UK



2022 | Speaker
Business Connect
Indo-Global Conclave



2021 | Speaker
Collaborating to Build
Better in Fintech



2021 | Speaker
The Revitalise
UK Event



2021 | Speaker
Charities Institute
Leadership Summit



2021 | Judge/Speaker
Commonwealth
Innovation Forum



2021 | Keynote
Bogu Investment
Summit, China



2019 | Keynote
Start Up, Scale-Up
Summit



2019 | Speaker
White Bear
Brand Forum



2019 | Keynote
NI Small Business
Conference



2018 | Speaker
Law Society
of England & Wales



2011 - 2015 | Speaker
World Tourism &
Economic
Development
Canada & Australia

GCM GROWTH GROUP

An Ireland, Australia & UK based highly acclaimed coaching, mentoring, consulting, advisory, training & facilitation, publications and e-learning company.



Simon Haigh
Founder & CEO

simon@gcmadvisory.com

Founder & CEO of Ireland, Australia & UK based highly acclaimed coaching, mentoring, consulting, advisory, training & facilitation, publications and e-learning company



Matt Nile
Australia/Asia Leader

matt@gcmadvisory.com

With significant executive and consulting experience across Australia and the UK, Matt brings transformational change, business improvement, project, risk management, governance and IT strategy expertise



Margaret Geraghty
Director

info@gcmadvisory.com

Margaret has nearly three decades of management consulting and project management expertise internationally, with Andersens, PWC and Deloitte

Helping to unlock potential & create transformational change so clients can optimise their sustainable growth journey

We also present [The Haigh e-Learning Institute](#)
Online business, leadership, brand & personal growth thought leadership & products.

Also all courses can now be seen via [Simon Haigh | TrainedIn](#)

Simon Haigh.com

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We'd love to hear from you



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Get in contact with us to find out more information on how we can help you and your organisation.



[Read our Blog](#), where we discuss all aspects of Business, Leadership, Brand & Personal Growth



[Subscribe here](#) for Simon's LinkedIn Newsletter



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Australia: 2/5 Davidson Terrace, Joondalup, Perth, Western Australia, 6027



For a **FREE**, no-obligation consultation/quotation

BOOK NOW