

# SimonHaigh.com

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.**

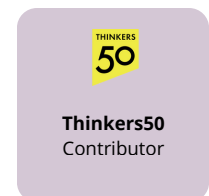
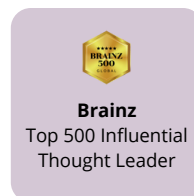
*We help organisations to achieve their aligned purpose and leaders & entrepreneurs to fulfil their authentic potential*

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.



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 32 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 a collaborative trainer and adjunct lecturer for



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

19+

Published  
Works

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



citibank

Trinity College Dublin  
Coláiste na Tríonóide, Baile Átha Cliath  
The University of Dublin

GRIFFITH COLLEGE

### 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."

### 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 Coaching



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

### BUSINESS GROWTH



Australian  
Institute of  
Company  
Directors



FACULTY OF  
PROJECT  
MANAGEMENT

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



**2021**  
Science Of Wellbeing  
Program



**2012**  
Advanced Certified  
Project Manager



**2012**  
Qualified Graduate  
International Director and Fellow



**2007**  
MBA - Curtin University, Australia



**2003**  
Qualified Yellow & Green  
Lean Six Sigma



**1996**  
CEDR Certified Mediator



**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, helping you to become an accomplished leader/entrepreneur & develop your career/business
- 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**
- Gain a much **better awareness & actions** that you can activate immediately
- 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](#)

## 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.



## The Haigh Institute Online Programmes

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.

A full suite of other programmes also available



#### **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.



#### **Online Training Capsules** **In association with STEERus**

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



#### **HIRING MANUAL**

For a Cohesive & Inclusive Growth Culture program.

## Published Books

### Leadership Intelligence in an Artificial Age

Exciting new ground-breaking book due for publication in 2026 with Business Expert Press, in which Simon discusses the interface between leadership decision-making and artificial intelligence.



### 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.

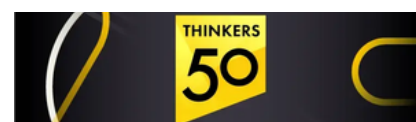


## Published Articles

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



## Executive Contributing Writer



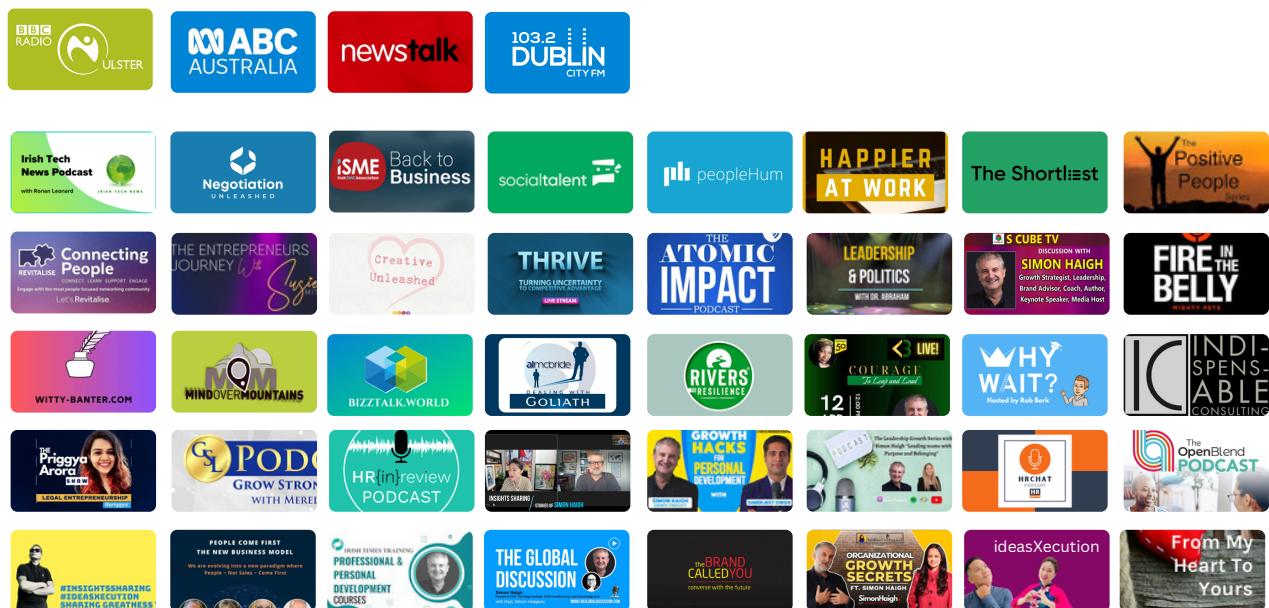
## Podcasts

Interesting conversations with some of the world's leading thought leaders. Available on Apple Podcasts, Spotify, 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 32 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.**

## Previous examples:



**2023 | Speaker**  
HR World  
Growth Mindset  
Certification Program



**2023 | Panelist/Keynote**  
Irish Water  
National Conference  
Dublin, Ireland



**2023 | Keynote Speaker**  
HR World  
Dublin, Ireland



**2023 | Closing Speaker**  
HSE Conference  
"Mindset Matters"  
Dublin, Ireland



**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



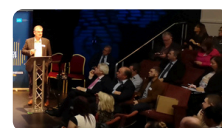
**2019 | Speaker**  
White Bear  
Brand Forum



**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](mailto: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](mailto: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](mailto: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.



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

**BOOK NOW**