

## Robbie Graham

BA (Hons), British Army Officer (Captain)



### Experience

Robbie is an experienced hands on leader and coach, outcome driven and used to operating in high performance cultures. Known for strong people management skills, ability to impart the vision down the line, and creating team environments, which have achieved challenging targets.

Commercially focused, with experience in HR, General Management, marketing, sales and project management. Able to demonstrate a successful track record in thinking through issues strategically and developing innovative concepts, which have significantly improved areas of strategic importance.

Customer focused, both internal and external, and supportive of management with a strong commitment to on time delivery through key accountability frameworks.

Experienced in multinational environments, mobile telecommunications, FMCG, logistics and warehousing and British Military.

### Business Expertise

- Change management
- Strategic and Operational planning
- Business turnaround
- Coaching for High Performance
- Leadership selection and development
- Team building and motivational skills
- New Channel Development
- MSP<sup>®</sup> Practitioner (Currently studying)

### Major Assignments

**Federal Court of Australia** – Assistant on verified P3M3<sup>®</sup> assessment

**Vodafone Australia** – HR lead on integration of four retail businesses during merger of Vodafone and Hutchison. HR lead on Sales GM selection for VHA. Sales lead on “total communications” strategy. Led National Promotions and Retail Teams.

**Unilever Bestfoods UK** – Set up New Channel strategy to accommodate growing consumer snacking trends. Established Category team to maximise Unilever’s Food Brands in Convenience facias.

**Pickfords Records Management** - Turned around loss making London Records Management Group, to most profitable in the portfolio.

**HM Forces – Germany / UK** - Graduated from The Royal Military Academy Sandhurst as an Officer in the Armoured Corps, 1st Royal Tank Regiment

### Contact Details

For further information please contact:

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