

BEN CAMPBELL

MBA, MAICD, MAHRI

Business & Exec Coach | Mentor | Advisor | Podcast Host



OVERVIEW

I have been involved in business and coaching for over 30 years, working across a range of organisations from small entrepreneurial businesses through to a Forbes Global 2000 listed company.

During my career I have worked in sectors such as manufacturing, technology and IT/telecommunications, and have held senior leadership roles in General Management, Sales, Human Resources, Finance, Operations and Technology.

I now run The Self Made Theory, a business coaching & advisory practice with a vision to enable organisations to **Innovate, Overcome** and **Prosper**.

I also host & consult on several Podcasts, including one titled "The Self Made Theory", where I interviews CEO's, Founder, Innovators and Entrepreneurs about their business journeys.

QUALIFICATIONS & MEMBERSHIPS

Master of Business Administration (MBA)

Australian Graduate School of Entrepreneurship (Melbourne)



International Coaching Federation (ICF)

Current Member (0093369561)



Institute of Executive Coaching & Leadership (IECL)

Certified Organisational Coach



Australian Institute of Company Directors (AICD)

Current Member (2528108)



Australian HR Institute (AHRI)

Current Professional Member (350262)



Business SA

Current Member (603371)



OTHER

Founder – Tech Startup x 1

Founder – Disability Startup x 1

Advisory Board Member (Evergrace)

Advisory Board Member (JCB – Social Enterprise)

National Police Clearance

Current



Mental Health 1st Aid Certificate

Current



Keynote Speaker

Multiple events inc Sales, Leadership, Startup, Culture etc



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www.linkedin.com/in/bencampbell

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ADVISORY PRACTICE FOCUS AREAS

We have a broad range of expertise we work with our clients on to help them **Innovate, Overcome & Prosper.**

Below are *some* of the areas we focus on. We would welcome discussing these with you in more detail.

Innovate



Strategy

- Strategic planning, workshops
- Market gap analysis
- Business Planning
- Purpose / Values / Vision
- Culture
- Brand
- Product / Services innovation

Overcome



People & Culture

- Organisational Design
- Culture definition
- Team Growth / Building
- Employee Engagement
- Performance Management
- Recruitment, Induction
- HR Policy / Procedures

Optimisation

- Work practice reviews
- Preparing, planning, performing
- Tools & models
- Time/Task Management, inc effective meetings
- Collaboration systems

Business Operations

- Structure
- Support services
- Field & Technical

Prosper



Leadership

- Leadership for Performance
- Accountability, ownership & delegating
- Effective communication, listening & coaching
- 360 degree feedback / assessments
- Personal brand

Sales & Marketing

- Sales Excellence
- Sales Organisational Structure
- Methodology / process
- Presentation skills
- Pitching for business & investment
- Incentive structures
- Proposal / tender responses



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