



**Sandler
Consulting**
Executive coaching
since 1998

JON MITCHELL



Jon coaches senior individuals, rising stars, groups and teams across numerous sectors. His clients have included multiple blue-chip businesses as well as professional services partnerships. He brings twenty five years' commercial experience to his work and is trained in both executive and career coaching. He also runs coaching programmes and workshops at London Business School and has also taught at Cass Business School.

Jon began his career in the advertising and marketing industry before setting up, running and ultimately selling his own consultancy. In 2003 he moved into full-time coaching and has worked with clients in finance, IT, retail, property, marketing, law, manufacturing, defence, FMCG, telecoms, energy, media, aerospace, engineering and the charity sector.

Jon has a real passion for helping people to achieve their full potential and his focus is on the development of leadership and management skills. His coaching style is collaborative yet challenging, down-to-earth and practical. He relishes helping his clients gain clarity and understanding around the changes they want to make to achieve success, as well as supporting them through transition.

Jon is British Psychological Society level B certified and draws on a wide range of models and instruments in his coaching including NEO-PIR, EQi 2.0 & EQ 360, Birkman, work interests schedule and 360 degree feedback. He is a qualified Myers-Briggs Type Indicator (MBTI®) practitioner and is the author of a career coaching book published by John Wiley in 2009. Jon is an Associate Certified Coach with the International Coach Federation (ICF) and a member of the European Mentoring and Coaching Council (EMCC).

As part of his team coaching, Jon uses several tools and techniques to help transform performance. These include the Lencioni model which focuses on building trust and shared commitment to delivering results.

Working with clients who are struggling with pressure and stress is a particular interest for Jon. This can include those who are feeling overwhelmed by heavy workloads and who need to step back, explore priorities and refocus. It also includes individuals who have been through emotionally difficult periods at work and need help to regain their confidence and energy. As a qualified practitioner of the Firstbeat Lifestyle Assessment tool, Jon can use this to help clients maintain or restore their wellbeing. Firstbeat is a professional grade heart monitor that measures stress, recovery, quality of sleep and fitness levels. Jon draws on the data it generates to help clients identify and implement lifestyle changes where needed.

Many of Jon's clients seek to address behavioural issues. At one end of this spectrum are clients who lack self-belief and need help to find their voice and increase their impact at work. At the other end of the spectrum, are high-achieving, hard-driving clients who become frustrated with the slower pace of colleagues and demonstrate poor or unskilful behaviours.

Clients whom Jon has worked with include Age Concern, Apple UK, Argent (Property Development), Arrowgrass, ASICS, ASOS, AstraZeneca, Barclays, BNP Paribas, Bombardier, Carnival Cruises, Centrica, Channel 4, City Lit, EDF, ExxonMobil UK, EY, GE Aerospace, Imperial College, Kingsley Napley, Lloyds Bank, London Business School, Macquarie, Mars, McKinsey & Co, McLaren F1, Mudano, Nabarro, News International, Oktra, Penguin Random House, Port of Dover, RBS, Santander, Smiths Industries, Three, Travelex, TSB, UBS, Vodafone, William Grant & Sons and Wrigley. For Santander, he helped to develop and lead their prestigious coaching programme for the top executive population worldwide.

Jon's coaching clients have commented that:

"I found Jon's coaching invaluable. The sessions helped me step back from immediate priorities and take a more strategic view of my role, career and personal development. The level of challenge and insight he provided was pitched exactly right. The coaching far exceeded my expectations."

"Jon was a great coach – warm, supportive and open. He was also realistic, called me out on my behaviour and held me to account on my actions. This was incredibly helpful."

"Jon has been working with our bank as an Executive Coach for a number of years now. During this time he has coached over forty of our senior executives from various parts of the bank to great effect. I would highly recommend Jon to anyone looking for a high calibre coach who can work extremely effectively at the highest level."