



Mary saunders

Director
SAGE insights Australia Pty Ltd

a PEOPLE DEVELOPMENT COMPANY

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Mary Saunders, Director of SAGE insights, a people development company. She uses her studies in education to create engaging presentations, workshops and learning environments to help business leaders and managers learn how communicate more effectively to lead and motivate others.

EDUCATION AND PROFESSIONAL QUALIFICATIONS

- Bachelor of Education
- Diploma of Management
- Diploma of Alcohol and Other Drugs Work
- Diploma of Teaching
- Certificate IV in Assessment and Workplace Training
- Frontline Management Trainer and Assessor
- Member of Australian Institute of Company Directors
- Life Member & founding President of Business Women inc .

CAREER SUMMARY

2002 –Present	Managing Director, SAGE insights Australia, Consultant and facilitator of learning
2001 - 2003	Lecturer, Coordinator, TAFE SA
1991 - 2001	Coordinator and facilitator for Community based education programs
1979 - 1991	Teacher R-12

MAJOR STRENGTHS

- Excellent facilitator and designer of workshops - specialising in sagacious communication skills – skills that use wisdom and understanding to motivate people
- Experienced consultant and facilitator of people management topics including, understanding self and others, motivating teams, public speaking, difficult conversations, switching conflict into constructive conversations
- Inspiring public speaker and conference presenter
- Engaging Master of Ceremonies for business forums, functions, dinners and breakfasts

EXPERIENCE and SKILLS

- More than 25 years experience as a facilitator and designer of customised learning programs in communication and leadership skills
- Exceptional skills to show how to use the power of uplifting language and methodology to encourage teamwork and business growth
- Proven ability to motivate people to change workplace behaviours through understanding relevant proven theories models and strategies
- Focused emphasis in working with clients to assist in designing and delivering programs to suit the changing needs of the organisation
- Lengthy experience in understanding principles that motivate people to change beliefs, language, habits and behaviours to be more effective managers, leaders and communicators
- Excellent coaching skills that involve listening, understanding, valuing, guiding, and motivating people to address individual strengths that create change and overcome barriers that hinder motivation to change
- Strong ability to formally and informally assess skills and gaps in management capability
- Outstanding skills in designing and delivering evaluation of programs – both formally through feedback forms and informally, through insightful discussions

ACTIVE AND PRACTICAL CONSULTANCY EXPERIENCE IN THE FOLLOWING AREAS

- Communication strategies
- Facilitation
- Leadership
- Management , particularly front line
- Capability assessments of managers and leaders
- Coaching for implementing workplace and personal changes to develop resilience
- Business and key performance measurement

CLIENTS IN THE PAST THREE YEARS

Lend Lease Infrastructure Services

Dreamworld

Atlas Copco

Brisbane City Council

HLB Mann Judd

Business Women Inc.

Fusion Retail Group

Qld Health

Physiomax

Mc Donald's Restaurants

Qld Rail

QRN

Australian Rail Track Corporation,