

MARY SAUNDERS - PROFILE

Mary Saunders is the Director of SAGE insights, a people development company. She has developed a unique insightful and interactive process for understanding how people think, feel and behave, what they avoid and what they need. Mary develops others to understand, lead and influence people to create productive, harmonious teams.



EDUCATION AND PROFESSIONAL QUALIFICATIONS

- University of SA, 2004 Bachelor of Education
- Spencer TAFE 2004 Diploma of Management
- Spencer TAFE 2004 Diploma of Alcohol and Other Drugs Work
- Sturt CAE (currently Flinders University) 1979 Diploma of Teaching
- William Angliss Institute of TAFE, Melbourne Certificate IV in Assessment and Workplace Training
- Commerce Qld 2006 Frontline Management Trainer and Assessor
- Current Teacher Registration SA
- Life Member and founding President of Business Women Incorporated

CAREER SUMMARY

2002– Present

- Managing Director, SAGE insights Australia, Consultant and facilitator and coordinated a team of facilitators with EMD workforce development, Fast Meetings DAPO, Commerce Qld

2001 – 2003

- Lecturer, Coordinator, Spencer TAFE

1991- 2001

- Coordinator and facilitator for drug education programs in regional and metropolitan SA for Life Education SA

1979- 1991

- Teacher R-12

PRÉCIS OF MAJOR STRENGTHS

- Excellent communicator specialising in sagacious communication skills that is gracious and courageous to create who everyone wants to be.
- Proven facilitator, mentor and coach
- Presented at conferences in Australia, New Zealand and Papua New Guinea
- Experienced consultant and facilitator across a diverse range of communication and people management topics.
- Experienced in coordinating other facilitators to use interactive learning techniques

RELEVANT SKILL SET

- More than 25 years experience as a facilitator and designer of customised learning programs in communication and building capabilities for leadership
- Strong personal belief in the power of using positive, uplifting language and methodology to build individuals in their self confidence, self worth and belief in their ability to change
- Focused emphasis in working with clients to assist in designing, delivering and evaluating 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

ACTIVE AND PRACTICAL CONSULTANCY EXPERIENCE IN ALL OF 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

MAJOR CLIENTS OVER THE PAST THREE YEARS:

- Community Services and Health Skills council – developing skills packages for behaviour support
- Mc Donald’s – one day course in sagacious communication skills
- Qld Rail (Brisbane, Redbank, Rockhampton, Bundaberg, Townsville) in writing, facilitating and assessing development of leadership skills for frontline managers
- Australian Rail Track Corporation – 14 day middle management course conducted each year since 2008
- One on one executive coaching for project managers – on going and short term contracts
- Other small to medium businesses include Yuen’s fruit and vegetables, Physiomax, Business Women incorporated, Rural Lifestyle Options -Disability Services organisation,

REFEREES:

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