

# Martin Haworth – TPD Coaching Ltd

Suite F, 13-19, Stroud Road, Gloucester GL1 5AA United Kingdom

Phone 01452 414330 Mobile 07866 803937 Fax 0844 500 3885

E-mail [martin@coachtrainlearn.com](mailto:martin@coachtrainlearn.com) Website <http://www.coachtrainlearn.com>

Facebook [Martin Haworth](#) Twitter [@mphcoach](#) LinkedIn [martinphaworth](#)



Widely experienced business and management coach and trainer, with broad-ranging skillset, from HR, change and corporate management to one-to-one development from middle managers to senior executives, working UK and worldwide. Capable of rapidly developing trust and rapport, whilst being completely focused on enabling clients, non-judgmentally, to achieve their full potential. Independently resourceful and a good team player. Writer and program developer. Associate roles welcomed.

## **BUSINESS, MANAGEMENT & FAMILY BUSINESS COACHING & TRAINING OCTOBER 2001 – NOVEMBER 2013**

- 1500+ hours one-to-one client coaching relationships, both by phone and face-to-face, worldwide
- **PCC accredited** by the International Coach Federation, the world's largest independent accreditation organisation
- 70 hours one-to-one coaching with 8 CEO level clients for ACOVO in Northern Ireland
- Delivery of varied 'soft-skills' workshops, training and speaking for over 1100 hours in 27 countries
- Career development shifts achieved with clients, including development centre, interview and selection centre support
- Writer of [Super Successful Manager!](#)<sup>™</sup>, a unique, online, management development membership program; [Succession Planning Toolkit](#); [How To Land Your Dream Job](#); [How To Win At Assessment Centers](#) & 400+ business & management articles
- Provision of a content-rich website sharing people management skills, hints, tips and ideas at [Coaching Businesses To Success](#)
- [Management Development Super-Simple Success Tips Booklets](#), 13 topics to date
- Unique offering of [Coach Me Right Now](#) – 'Coaching for Everyone. Beta testing Q4 2013
- Clients from 3AB Care Ltd., ACOVO, ACEVO, Abacus Global, Asprey-Garrard, Boots the Chemists, DHCGroup, EDF Energy, Gloucestershire Media, Harrow Council, Key Group Consulting, Leonard Cheshire, Lloyds TSB, Lloyds TSB Foundation, Maersk Oil, Matthews Brand Solutions, Nat West Bank, Neteller, Nokia, Nokia Siemens Networks, Nuclear Decommissioning Agency, OCCAM, Premier Partnerships, Property for Life, Sainsburys, Sargent Cancer Care for Children, South Wales Police, TNM Coaching, Unimenta, Venning Thorn, Welsh Assembly, WiRE, Your Business Matters.
- Princes Trust mentor working in diverse client business areas
- CoachU Faculty Teleclass Leader and Trainer
- Social media expert in Twitter and LinkedIn
- [Family Business Unit](#) specialist consultant

## **ORGANISATIONAL CHANGE MANAGER – BOOTS THE CHEMISTS LTD. JANUARY 2000 – OCTOBER 2001**

- Managed delivery of balanced scorecard and soft-skills training to Region of over 200 stores and 4000 managers and employees
- Provided personal one-to-one coaching to senior store managers
- Contributed to writing key organisation-wide training programmes in **'Coaching and Feedback'** and **'Team Building'**
- Facilitated in-store team analysis of problems and solving by store staff
- Provided senior regional team development programme and coaching

**REGIONAL HR MANAGER – BOOTS THE CHEMISTS LTD.  
FEBRUARY 1999 – NOVEMBER 1999 (SECONDMENT)**

- Responsible for HR function for 200 stores and 4000 employees
- Created and implemented management development centres providing all managers and potential managers with PDPs
- Responsible for recruitment of all management levels within the region
- Managed pharmacist recruitment during a period of national shortage
- Provided one-to-one informal coaching support for regional and area managers

**VARIOUS STORE MANAGEMENT ROLES – BOOTS THE CHEMISTS LTD.  
NOVEMBER 1977-SEPTEMBER 2001**

- 7 stores - team sizes from 6 to 300, with TISP up to £30M pa
- Accountable for delivery of sales and cost budgets
- Realising potential of individuals through own interventions (including forerunner of Succession Planning Toolkit)
- Key management – Lewisham, SE London 1986–1992. Turned round a 125% employee turnover to below 25%, net profit from £100K loss to £500K profit. Broader involvement of employees in a multi-ethnic environment
- Chair, Gloucester City Centre Management Board - 1998-2000
- As a pharmacist, tutored 13 pharmacy graduates to successful registration

**EDUCATION**

- 1964 - 1972 Queen Elizabeth's Grammar School, Blackburn - A Level's in Chemistry, Maths, Physics and General Studies
- 1972 - 1975 Bradford University **BPharm Hons Pharmacy (2:1)**
- Pharmacist registered with the GPhC

**COACHING QUALIFICATIONS**

- 2003 [CoachU Graduate](#)
- 2004 [International Coaching Federation](#) accredited (PCC level)
- 2004 **Intercept** coaching programme accredited
- 2004 Newcastle College **Diploma in Performance Coaching**
- 2009 certified [Print Strategies coach](#)
- 2012 Accredited [Family Business Unit](#) Consultant
- 2013 Accredited Team Agility

**PROFESSIONAL MEMBERSHIPS**

- Member of the Chartered Institute of Management
- Member of the International Coach Federation
- Director of Development, UK ICF, 2005-6

**COMPUTER SKILLS**

- Computer Literate in Microsoft Office; Wordpress; HTML
- Internet capable with 3 websites, one with 4000+ visitors pm.
- Twitter account builder for varied clients

**PERSONAL**

- Born Blackburn, Lancashire, 21/04/1954
- British
- Married - two children post-University
- Full passport/driving licence