



Patrick Siva

Associate Consultant

Areas of Expertise

- Leadership Effectiveness
- Coaching
- Mentoring
- Role Playing
- Deliberate Practice
- Sales Enablement
- Personal Effectiveness

Industries

- Technology
- Insurance
- Manufacturing
- Banking
- Direct Selling

Notable Clients

- AstraZeneca
- American Express
- Carlsberg
- CTC Global
- Top Glove
- Global Facilities Management (GFM)
- Intel
- Linde Gas
- Maxis
- CIMB
- Mesiniaga
- MCMC
- Mitsubishi Motors
- Silverlake
- Schlumberger
- Syarikat Takaful Malaysia
- Western Digital

About Patrick

Patrick brings more than 28 years of working experience of which almost 20 years has been in Sales related positions. Having started his career with the British IT conglomerate International Computers Ltd (ICL) in 1998, he has held positions as Sales Lead, Country Manager and Chief Executive Officer having worked with teams in direct and indirect (channel) sales. Specializing in the areas of coaching and mentoring, he has had success in delivering business growth for both local and multinational corporations such as Digital Equipment Corp., Compaq Computers, CSN systems and Epicor Software.

Patrick focuses on delivering personal and Sales Leadership programs in the form of Franklin covey's award-winning programs – Helping Clients Succeed and 7 Habits of Highly Effective People. Having “Carried a Bag” he has had on several occasions in his career made 100% clubs. Along with the successes, he has also faced many challenges and failures along the way. He is a firm believer both experiences bring along valuable learnings.

Patrick completed his secondary schooling at Victoria Institution Kuala Lumpur and then studied Computer Science at Carleton University Ottawa Canada. Married to Veronica with 2 sons, he enjoys reading and the simplicity of long distance running. He has had the good fortune of completing 2 full marathons – achieved using the science of deliberate practice – which he strongly advocates in Sales Training.

LEADERSHIP RESOURCES
MALAYSIA

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