

LEIGH PAULDEN BIOGRAPHY**LEIGH PAULDEN**

Leigh creates the clarity and certainty executives need to make great decisions to build the best business to work for, the best business to buy from and the best business to lead.

As the only Four Decisions® Senior Certified Business Consultant in New Zealand, SSBG Director Leigh Paulden has immersed himself in the best executive education in the world. He critically understands leading business strategy and expertly translates this into the New Zealand context for his clients. Leigh is passionate about New Zealand business and works with leaders who are seeking a proven framework and expert guidance to become business champions.

Leigh gets the very best out of people by energizing, motivating and inspiring business leaders. He asks the hard questions, delves deep, uncovers the real problems and follows through on a leader's insight to help them succeed.

His passions revolve around family, the outdoors, sports, learning and personal freedom. Leigh is a prolific reader who enjoys sea fishing, surfing and walking the hills.

Executive Summary:

Leigh Paulden is a Four Decisions and Outthinker Certified Business Consultant with a deep understanding of Scaling Up, Rockefeller Habits, Four Decisions Framework and Innovation Strategy. He has expertise driving growth strategy, building capacity and increasing business profitability. Leigh works with NZ's top mid-market firms and in FY2017 his clients had combined annual revenue of \$231 million and annual revenue growth of 23.2%. With 35 years of experience in managing and growing businesses, Leigh critically understands leading business strategy and expertly translates this into action for his clients.

Industry Specialties

- Building/Construction
- Computer/IT/Software Development
- Education/Training/Development
- Logistics/Transportation
- Manufacturing/Production
- Retail

Coaching Specialties

- Business growth specialist
- Capability building and team development
- Scalable and sustainable business strategy

Specific Expertise

- Business strategy
- Innovation and disruption
- People management and capability building
- Scalable and sustainable growth strategy
- Cash flow and profitability growth

Current

- Founder and Director, Scalable Sustainable Business Growth
- Senior Four Decisions Certified Business Consultant
- Internationally Certified Outthinker Strategist

Past

- Managing Director and Growth Consultant, Advancing Businesses
- Founder, Director and Business Coach, Results Group, Results.com
- General Manager, Multistrut Industries
- NZ Manager, Elbar Cableways.

Education

- Internationally Four Decisions® Certified Senior Business Consultant, Gravitas Impact
- Internationally Certified Outthinker Strategist
- Certified in the Four Decisions®