

# PROFILE

## Martin Hoyle

### PROFESSIONAL COACH AND TRAINER



I am a Professional Coach and Trainer based in Sydney, Australia. Since 1996 I have been working with Senior individuals and teams from within some of the most demanding and successful companies in Europe and the Asia-Pacific Region, including Fuji-Xerox, PepsiCo, Hewlett-Packard, Intel, Dell, Domino's and KPMG.

Prior to this I spent over 20 years as a Sales and Sales Leadership Professional working for a number of Global IT organisations. I have held positions at Board Level, and I hold formal qualifications in Directorship, Business Management, Coaching, Training, Sales and Marketing.

With more than 20 years' Coaching and Training experience across the globe, and a long history in Sales and Sales Management, I have both the skills and credibility needed to build strong, trusting coaching relationships with business professionals of any background, age and ability.

I provide companies of all sizes and across all industries in the Asia-Pacific Region with 3 distinct offerings:

- 1. Development Coaching for Executives and Senior Managers:** Taking your key people to the next stage in their development as Leaders of your company.
- 2. Individual and team-based Performance Coaching and Training for Sales Leaders, Managers and front-line Sales Professionals:** Driving sales performance through the delivery of high-impact performance coaching and highly-practical Professional Sales and Sales Management Masterclass workshops.
- 3. SalesLeader.me:** The world's first performance coaching platform specifically designed to support the needs of Sales Leaders, Sales Managers, and front-line Sales Professionals.

I have more than 75 written testimonials from clients of all sizes and industries:

**Douglas DeBoer - President and CEO, Domino's Pizza China:**

"Martin has vast experience and knowledge in coaching high level executives and teams. He also has an uncanny ability to understand people, organization and business needs. I strongly recommend Martin Hoyle to any organization or individual seeking a seasoned Executive Coach"

**Rachel Jordan-Evans, Director -Talent Acquisition & Development, Johnson Controls:**

"I cannot recommend Martin highly enough in terms of the quality of coaching that he has brought to the GWS business. I have worked with many coaches over the years and, without a doubt, Martin is the best that we have engaged with".

**Craig Steward , Sales Director, IQPC Sydney**

"As a coach Martin is engaging and inspiring but brutally honest when you need him to be. He asks you the hard questions you should be asking of yourself. I've been fortunate to learn from Martin and even more fortunate to be able to pass this knowledge to my team. It's made us a better business as a result."

Martin Hoyle  
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### WHO I AM

### WHAT I DO

### TESTIMONIALS

### CONTACT